# AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Bedgerul and Fruitful

**OCTOBER 1, 1955** 



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## JAPANESE FLOWERING CHERRY SEED

Now ready for prompt shipment. For details and full list of tree and shrub seed write:

HERBST BROTHERS SEEDSMEN, INC. 678 Broadway, New York 12, N. Y.

634.305 Am35.03 Vol. 102

## Superior-Quality — SHRUBS — Northern-Grown

COMBINATION CARS—Orders received for shipment to EASTERN POINTS can usually be included in combination cars in late February through late March.

This is only a partial listing of our wide selection of quality shrubs in grades that are in heavy demand.

These are heavy, well-rooted, 2 and 3-year shrubs, well furnished and suitable for critical landscape trade, mail order, salesyards, etc. See our Fall Wholesale Trade List for a more complete listing.

TERMS-Regular. All prices are per 100 plants. If interested in quantity lots, write for special prices.

Almond. pink-flowerin		er 100	Deutzia gracilis		Per 100	Philadelphus virginalis	Per 100
18 to 24 ins		40.00	9 to 12 ins		\$ 25.00	18 to 24 ins	\$35.00
2 to 3 ft. 3 to 4 ft. Amelanchier canadens		50.00	12 to 15 ins		40.00	2 to 3 ft. Physocarpus opulifolius	45.00
3 to 4 ft	*************	65.00	13 to 16 ins		50.00	Physocarpus opulitolius	
Amelanchier canadens	iis		Deutzia lemoinei			2 to 3 ft. 3 to 4 ft.	40.00
12 to 18 ins		35.00	12 to 18 ins.		35.00	3 to 4 ft	50.00
10 10 44 1118		50.00	18 to 24 ins		45.00	Physocarpus opulifolius nanus	
2 to 3 ft		60.00	2 to 21/2 ft		55.00	2 to 3 ft. 3 to 4 ft.	40.00
Aronia arbutifolia			Deutzia Pride of Rochest	10		3 to 4 ft.	55.00
12 to 18 ins		35.00	18 to 24 ins		32.00	Direct compliances	
18 to 24 ins		50.00	2 to 3 ft		45.00	18 to 24 ins	35.00
Aronia arbutifolia brill			3 to 4 ft		60.00	18 to 24 ins. 2 to 2½ ft.	45.00
12 to 18 ins	******	40.00	Euonymus alatus compa	ctus		Miles and desire	
18 to 24 ins		55.00	18 to 24 ins		110.00	2 to 3 ft.	55.00
2 to 3 ft	*****	65.00	2 to 3 ft		150.00	3 to 4 ft	70.00
Barberry, Mentorensis			Euonymus europaeus			Rhodotypos kerrioides	
15 to 18 ins	************	55.00	18 to 24 ins.		40.00	18 to 24 ins.	50.00
18 to 24 ins	************	70.00	2 to 3 ft		50.00	18 to 24 ins. 2 to 3 ft.	60.00
Z to Z1/2 It		85.00	Euonymus patens			Salix purpured	
Barberry, red-leaved		00.00	15 to 18 ins.		65.00	12 to 15 ins. 15 to 18 ins.	16.00
12 to 15 ins.	******	32.00	18 to 24 ins	**********	80.00	15 to 18 ins	20.00
15 to 18 ins		40.00	Euonymus yedoensis			18 to 24 ins	25.00
18 to 24 ins		45.00	18 to 24 ins		40.00	2 to 2½ ft	35.00
Barberry, thunbergi 12 to 15 ins		18.00	2 to 3 ft		50.00	Spirgeg Anthony Waterer	
12 to 13 ins		24.00	Evecherda grandiflora			12 to 15 ins	32.00
15 to 18 ins		30.00	2 to 3 ft		45.00	12 to 15 ins. 15 to 18 ins.	40.00
18 to 24 ins		35.00	3 to 4 ft		60.00	18 to 24 ins	55.00
2 to 21/2 ft		33.00	Forsythia intermedia spe	etebilie	00.00	Spirged granta	
Buddleia		00.00	rorsythia intermedia spe	cidbilis	45.00	Spiraea arguta 18 to 24 ins.	35.00
Medium	******	22.00 27.00	2 to 3 ft		55.00	2 to 3 ft	45.00
No. 1 Charming	Orchid Beauty	27.00	Forsythia Spring Glory		00.00	Cuinnan hillimudi	
Dubonnet	lle de France		rorsythia Spring Glory		50.00	18 to 24 ins.	30.00
	ne de l'idnee		2 to 3 ft		60.00	2 to 3 ft.	40.00
Buddleia		25 00			00.00	Surges (see heli	40100
No. 1	Royal Red	35.00	Honeysuckle			Spiraea froebeli 12 to 18 ins.	30.00
Empire Blue	Snowbank		18 to 24 ins. 2 to 3 ft. 3 to 4 ft.		30.00	18 to 24 ins.	35.00
Pink Dawn	White Bouquet		2 to 3 ft		40.00		93.00
Caryopteris Blue Mist			3 to 4 ft		50.00	Spiraea thunbergi 18 to 24 ins.	35.00
		OF 00	bella albida	virginalis alba		10 to 24 ths.	45.00
Medium		25.00	bella albida bella rosea	virginalis alba Tatarian pink		Z 10 3 II.	49.00
Medium No. 1		25.00 35.00	bella rosea Cardinal	Tatarian pink Tatarian red		Z 10 3 II.	49.00
Medium No. 1 Chionanthus, virginicu	(White Fringe)	35.00	bella rosea	Tatarian pink		Spiraea vanhouttei 18 to 24 ins.	24.00
Medium No. 1 Chionanthus, virginicu	(White Fringe)	35.00 75.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi	Tatarian pink Tatarian red zabeli		Spiraea vanhouttei 18 to 24 ins. 2 to 3 ft.	24.00 30.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft	<b>s</b> (White Fringe)	75.00 100.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi	Tatarian pink Tatarian red zabeli	50.00	2 to 3 ft. 2 to 3 ft. 3 to 4 ft.	24.00 30.00
Medium No. 1  Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.	<b>s</b> (White Fringe)	75.00 100.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi	Tatarian pink Tatarian red zabeli	50.00 65.00	Spiraca vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpos albus (racemosus)	24.00 30.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.	s (White Fringe)	75.00 100.00 120.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.	Tatarian pink Tatarian red zabeli	50.00 65.00	Z to 3 ft.  Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins.	24.00 30.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.	s (White Fringe)	75.00 100.00 120.00 50.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.	Tatarian pink Tatarian red zabeli		2 to 3 ft.  2 to 3 ft.  18 to 24 ins. 2 to 3 ft.  2 to 3 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.	24.00 30.00 45.00
Medium No. 1	(White Fringe)	75.00 100.00 120.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins.	Tatarian pink Tatarian red zabeli	35.00	Spirace vanhouttei 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpes albus (racemosus) 18 to 24 ins. 2 to 3 ft.	24.00 30.00 45.00 20.00 25.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Coddentwice	s (White Fringe)	75.00 100.00 120.00 50.00 60.00	bella rosea Cardinal grandillora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins.	Tatarian pink Tatarian red zabeli	35.00	Spirace vanhouttei 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpes albus (racemosus) 18 to 24 ins. 2 to 3 ft.	24.00 30.00 45.00 20.00 25.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins.	(White Fringe)	75.00 100.00 120.00 50.00 60.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum	Tatarian pink Tatarian red zabeli	35.00 45.00	2 to 3 ft.  2 to 3 ft.  18 to 24 ins. 2 to 3 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.	24.00 30.00 45.00 20.00 25.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 dt. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft.	s (White Fringe)	75.00 100.00 120.00 50.00 60.00	bella rosea Cardinal grandillora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00	Z to 3 ft.  Spirace vanhouttei 18 to 24 ins. 2 to 3 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tamarix	24.00 30.00 45.00 20.00 25.00 28.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 it. Cornus baileyi 2 to 3 it. Cornus Goldentwig 18 to 24 ins. 2 to 3 it. Cornus Goldentwig Cornus Goldentwig Cornus Goldentwig Cornus Goldentwig Cornus Goldentwig	(White Fringe)	75.00 100.00 120.00 50.00 60.00 35.00 50.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00	Z to 3 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. 3 to 5 ft. 3 mphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins.	24.00 30.00 45.00 20.00 25.00 20.00 28.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 it. Cornus goldentwig 18 to 24 ins.	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00	bella rosea Cardinal grandillora rosea Honeysuckle, morrowi 2 to 3 ft 3 to 4 ft  Hypericum aureum 12 to 18 ins 18 to 24 ins  Hypericum moserianum Medium No. 1	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00	Z to 3 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. 3 to 5 ft. 3 mphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins.	24.00 30.00 45.00 20.00 25.00 20.00 28.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pan 18 to 24 ins. 2 to 3 ft.	s (White Fringe)	75.00 100.00 120.00 50.00 60.00 35.00 50.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1 Kolkwitzia amabilis 18 to 24 ins.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00	Z to 3 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft.  3 to 4 ft.	24.00 30.00 45.00 20.00 25.00 20.00 28.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 it. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 it. Cornus racemosa (pan 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pan 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pan 18 to 24 ins.	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 40.00 45.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00	2 to 3 ft.     18 to 24 ins.     2 to 3 ft.     3 to 4 ft.     5ymphoricarpos albus (racemosus)     18 to 24 ins.     2 to 3 ft.     5ymphoricarpos vulgaris     18 to 24 ins.     2 to 3 ft.     2 to 3 ft.     18 to 24 ins.     2 to 3 ft.     18 to 24 ins.     2 to 3 ft.     3 to 4 ft.     4 africana     4 ispida     5 ispida     6 ispida     6 ispida     7 ispida     8 ispida     8 ispida     8 ispida     9 ispida     18 ispida	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 it. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 it. Cornus racemosa (pan 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pan 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pan 18 to 24 ins.	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 40.00 45.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1 Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Litas common purple	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 55.00	2 to 3 ft   Symphoricarpos albus (racemosus)   18 to 24 ins.   2 to 3 ft   Symphoricarpos albus (racemosus)   18 to 24 ins.   2 to 3 ft   Symphoricarpos vulgaris   18 to 24 ins.   2 to 3 ft   Tamarix   18 to 24 ins.   2 to 3 ft   3 to 4 ft   3 to 4 ft   4 to 5 to	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Cornus stolonifera 2 to 3 ft. 3 to 4 ft.	(White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 40.00 45.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins. No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 55.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  dricana amurensis gallica indica	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 it. Cornus racemosa (pan 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. 3 to 4 ft. Cornus gouchaulti, var Cornus gouchaulti, var	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 40.00 45.00 45.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins.  Hypericum moserianum Medium No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft.  Lilac, common purple 18 to 24 ins. 2 to 3 ft.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 55.00	2 to 3 ft.	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pan 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Cornus stolonifera 2 to 3 ft. 3 to 4 ft. Cornus gothanti, var 12 to 18 ins.	(White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 40.00 45.00 45.00 35.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins. No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, sympon white	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 55.00 35.00 40.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpes albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft.  Adricana amurensis gallica indica  Viburnum dentatum 18 to 24 ins.	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pan 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. 3 to 4 ft. Cornus gouchaulti, var 12 to 18 ins. 18 to 24 ins.	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 40.00 45.00 45.00 35.00 50.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 55.00 35.00 40.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft.  10 to 4 ft.  Tamarix 10 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Adricana hispida amurensis gallica indica  Viburnum dentatum 18 to 24 ins. 2 to 3 ft.	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. 3 to 4 ft. Cornus gouchaulti, var 12 to 18 ins. 2 to 3 ft. 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus gouchaulti, var 12 to 18 ins. 2 to 3 ft.	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 40.00 45.00 45.00 35.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. 18 to 24 ins. Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1 Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, zommon white 2 to 3 ft.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 55.00 35.00 40.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Symphoricarpes albus (racemosus) 18 to 24 ins. 2 to 3 ft. 2 to 3 ft. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. africana hispida adessan  Wiburnum dentatum 18 to 24 ins. 2 to 3 ft. Viburnum lentago	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus accemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus accemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. 3 to 4 ft. Cornus gouchaulti, var 12 to 18 ins. 18 to 24 ins. 2 to 3 ft.	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 40.00 45.00 45.00 35.00 50.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. 18 to 24 ins. Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1 Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, zommon white 2 to 3 ft.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 55.00 35.00 40.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft.  Spirace vanis valgaris 18 to 24 ins. 3 to 4 ft.  dricana dri	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 45.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus accemosa (pan 18 to 24 ins. 2 to 3 ft. Cornus atolonilera 2 to 3 ft. Cornus atolonilera 2 to 3 ft. Cornus goldentwig 18 to 24 ins. 3 to 4 ft. Cornus goldentwig 18 to 24 ins. 2 to 3 ft. Cornus goldentwig 12 to 18 ins. 18 to 24 ins. 2 to 3 ft. Cotoneaster acutifolia 18 to 24 ins.	(White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 45.00 45.00 45.00 35.00 60.00 80.00 80.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1 Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. Lilac, definition of the common white 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. 3 to 4 ft.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 55.00 35.00 40.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Symphoricarpes albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpes vulgaris 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft.  Tomarix 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft.  Tomarix 2 to 3 ft.  Symphoricarpes vulgaris 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft.  Symphoricarpes vulgaris 18 to 24 ins. 2 to 3 ft.  Viburnum dentatum 18 to 24 ins. 2 to 3 ft.  Viburnum lentago 2 to 3 ft. 3 to 4 ft.  Viburnum lentago 2 to 3 ft. 3 to 4 ft.	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. 2 to 3 ft. Cornus racemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Cornus stolonifera 12 to 18 ins. 18 to 24 ins. 2 to 3 ft. Cornus gouchaulti, var 12 to 18 ins. 18 to 24 ins. 2 to 3 ft. Cotoneaster acutifolia 18 to 24 ins. 2 to 3 ft.	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 40.00 45.00 45.00 35.00 60.00 80.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins. 18 to 24 ins. 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, contonmagensis 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. Lilac, to 3 ft. Lilac, to 4 ft. Lilac, de Marley	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 35.00 40.00 50.00 45.00 55.00	Spirace vanhouttei     18 to 24 ins.     2 to 3 ft.     3 to 4 ft.     5ymphoricarpos albus (racemosus)     18 to 24 ins.     2 to 3 ft.     5ymphoricarpos vulgaris     18 to 24 ins.     2 to 3 ft.     18 to 24 ins.     2 to 3 ft.     18 to 24 ins.     2 to 3 ft.     3 to 4 ft.     africana amurensis gallica indica     18 to 24 ins.     2 to 3 ft.     2 to 3 ft.     2 to 3 ft.     3 to 4 ft.     4 to 3 ft.     5 to 3 ft.     6 to 3 ft.     7 to 3 ft.     8 to 4 ft.     9 to 3 ft.     9 to 3 ft.     9 to 3 ft.     9 to 4 ft.     9 to 3 ft.     9 to 3 ft.     9 to 3 ft.     9 to 3 ft.     9 to 4 ft.     9 to 3 ft.     9 to 3 ft.     9 to 3 ft.     9 to 4 ft.     9 to 3 ft.     9 to 3 ft.     9 to 4 ft.     9 to 4 ft.     9 to 5 ft.     9 to 5 ft.     9 to 5 ft.     9 to 6 ft.     9 to 7 ft.     9 to 8 ft.     9 to 9 ft.     10 to 9 ft.	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 45.00 45.00 45.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 it. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. 2 to 3 ft. Cornus racemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Sornus folonifera 12 to 18 ins. 18 to 24 ins. 2 to 3 ft. Cornus gouchaulti, var 12 to 18 ins. 2 to 3 ft. Cotoneaster acutifolia 18 to 24 ins. 2 to 3 ft. Cotoneaster acutifolia 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.	s (White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 40.00 45.00 55.00 35.00 60.00 80.00 80.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft.  Hypericum aureum 12 to 18 ins. 18 to 24 ins. 18 to 24 ins. 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, contonmagensis 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. Lilac, to 3 ft. Lilac, to 4 ft. Lilac, de Marley	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 35.00 40.00 50.00 45.00 55.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft. Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  driccaa hispida adessan gallica indica  Viburnum dentatum 18 to 24 ins. 2 to 3 ft.  Viburnum lentago 2 to 3 ft.  Viburnum lentago 2 to 3 ft. 3 to 4 ft.  Viburnum opulus sterile 18 to 24 ins.	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00 45.00 45.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. Cornus baileyi 2 to 3 it. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus accemosa (pcm 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Cornus gouchaulti. vor 12 to 18 ins. 18 to 24 ins. 2 to 3 ft. Cornus gouchaulti. vor 12 to 18 ins. 18 to 24 ins. 2 to 3 ft. Cotonecster acutifolia 18 to 24 ins. 2 to 3 ft. Cotonecster divaricata 18 to 24 ins.	(White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 45.00 45.00 45.00 35.00 60.00 80.00 80.00 70.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, toommon white 3 to 3 ft. Lilac, toommon white 2 to 3 ft. Lilac, toommon white 3 to 3 ft. Lilac, toommon white 4 to 3 ft. Lilac, toommon white 5 to 3 ft. Lilac, toommon white 6 to 3 ft. Lilac, toommon white 7 to 3 ft. Lilac, toommon white 8 to 3 ft. Lilac, toommon white 9 to 4 ft. Lilac, toommon white 9 to 3 ft.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 35.00 40.00 50.00 45.00 55.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Symphoricarpes albus (racemosus) 18 to 24 ins. 2 to 3 ft. Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft. Tamarix 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. adricana amurensis gallica indica  Viburnum dentatum 18 to 24 ins. 2 to 3 ft. Viburnum lentago 2 to 3 ft. Viburnum lentago 2 to 3 ft. Virburnum opulus sterile 18 to 24 ins. 2 to 3 ft. Virburnum opulus sterile 18 to 24 ins. 2 to 3 ft. Virburnum opulus sterile 18 to 24 ins. 2 to 3 ft. Virburnum opulus sterile 18 to 24 ins. 2 to 3 ft.	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 45.00 45.00 45.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. 3 to 4 ft. Cornus gouchaulti, var 12 to 18 ins. 18 to 24 ins. 2 to 3 ft. Cotoneasier acutifolia 18 to 24 ins. 2 to 3 ft. Cotoneasier acutifolia 18 to 24 ins. 2 to 3 ft. Cotoneasier divaricata 18 to 24 ins.	(White Fringe)	35.00 75.00 100.00 120.00 120.00 50.00 50.00 35.00 50.00 40.00 45.00 55.00 35.00 60.00 80.00 28.00 40.00 50.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. Hypericum aureum 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, contomagensis 2 to 3 ft. Lilac, de to	Tatarian pink Tatarian red sabeli	35.00 45.00 40.00 50.00 45.00 35.00 40.00 50.00 45.00 45.00 45.00 60.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft. Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  spirace vanhouttei 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  wisconditional value of the value of t	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00 45.00 45.00 45.00 45.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus accemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Cornus goldentwig 18 to 24 ins. 18 to 24 ins. 2 to 3 ft. Cornus goldentwig 18 to 24 ins. 2 to 3 ft. Cotoneaster acutifolia 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cotoneaster divericata 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cotoneaster divericata 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cotoneaster divericata 18 to 24 ins. 2 to 3 ft.	(White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 45.00 45.00 55.00 60.00 80.00 80.00 70.00 90.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, to thomagensis 2 to 3 ft. Lilac, to thomagensis 2 to 3 ft. Lilac, villosa	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 35.00 40.00 50.00 45.00 45.00 45.00 45.00 45.00	2 to 3 ft.	24.00 45.00 20.00 25.00 20.00 28.00 30.00 45.00 45.00 45.00 45.00 45.00 45.00 66.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cornus baileyi 2 to 3 ft. 3 to 4 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus racemosa (pam 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Cornus goldentwig 18 to 24 ins. 2 to 3 ft. Cornus goldentwig 18 to 24 ins. 2 to 3 ft. Cornus goldentwig 18 to 24 ins. 2 to 3 ft. Cornus goldentwig 18 to 24 ins. 2 to 3 ft. Cotoneaster acutifolia 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cotoneaster divaricata 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Cotoneaster divaricata 18 to 24 ins. 2 to 3 ft. Cotoneaster divaricata 18 to 24 ins. 2 to 3 ft. Cotoneaster divaricata 18 to 24 ins.	(White Fringe)	35.00 75.00 100.00 120.00 50.00 50.00 40.00 45.00 45.00 45.00 45.00 80.00 80.00 28.00 40.00 28.00 70.00 90.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. Hypericum aureum 12 to 18 ins. 18 to 24 ins. 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, rothomagensis 2 to 3 ft. Lilac, tothomagensis 3 to 4 ft. Lilac, tothomagensis 4 to 3 ft. Lilac, tothomagensis 5 to 3 ft. Lilac, tothomagensis 6 to 4 ft.	Tatarian pink Tatarian red xabeli	35.00 45.00 40.00 50.00 45.00 35.00 40.00 50.00 45.00 45.00 45.00 60.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  Symphoricarpos albus (racemosus) 18 to 24 ins. 2 to 3 ft.  Symphoricarpos vulgaris 18 to 24 ins. 2 to 3 ft.  Tamarix 18 to 24 ins. 2 to 3 ft. 3 to 4 ft.  dricana amurensis gallica indica  Viburnum dentatum 18 to 24 ins. 2 to 3 ft.  Viburnum lentago 2 to 3 ft. 3 to 4 ft.  Viburnum lentago 2 to 3 ft. 3 to 4 ft.  Viburnum copulus sterile 18 to 24 ins. 2 to 3 ft.  Virburnum copulus sterile 18 to 24 ins. 2 to 3 ft.  Visurum lentago 2 to 3 ft.  Virburnum copulus sterile 18 to 24 ins. 2 to 3 ft.  Visurum Spirace sterile 18 to 24 ins. 2 to 3 ft.  Visurum Spirace sterile 18 to 24 ins. 2 to 3 ft.  Visurum Spirace sterile 18 to 24 ins. 2 to 3 ft.  Visurum Spirace sterile 18 to 24 ins. 2 to 3 ft.  Visurum Spirace sterile 18 to 24 ins. 2 to 3 ft.	24.00 30.00 45.00 20.00 25.00 20.00 28.00 30.00 40.00 45.00 45.00 45.00 45.00 45.00 45.00
Medium No. 1 Chionanthus, virginicu 18 to 24 ins. 2 to 3 ft. 2 to 3 ft. Cornus baileyi 2 to 3 it. 3 to 4 it. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus Goldentwig 18 to 24 ins. 2 to 3 ft. Cornus accemosa (pcm 18 to 24 ins. 2 to 3 ft. Cornus stolonifera 2 to 3 ft. Cornus gouchaulti. var 12 to 18 ins. 18 to 24 ins. 2 to 3 ft. Cotonecster acutifolia 18 to 24 ins. 2 to 3 ft. Cotonecster divaricata 18 to 24 ins. 2 to 3 ft. Cotonecster divaricata 18 to 24 ins. 2 to 3 ft. Cotonecster divaricata 18 to 24 ins. 2 to 3 ft. Cotonecster divaricata 18 to 24 ins. 2 to 3 ft. Cydonia japonica 12 to 18 ins.	(White Fringe)	35.00 75.00 100.00 120.00 50.00 60.00 35.00 50.00 40.00 45.00 45.00 35.00 60.00 80.00 80.00 70.00 90.00 25.00 30.00	bella rosea Cardinal grandiflora rosea Honeysuckle, morrowi 2 to 3 ft. 3 to 4 ft. 12 to 18 ins. 18 to 24 ins. Hypericum moserianum Medium No. 1  Kolkwitzia amabilis 18 to 24 ins. 2 to 3 ft. Lilac, common purple 18 to 24 ins. 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, common white 2 to 3 ft. Lilac, to thomagensis 2 to 3 ft. Lilac, to thomagensis 2 to 3 ft. Lilac, villosa 3 to 4 ft. Lilac, villosa 3 to 4 ft. Lilac, villosa 3 to 3 ft. 3 to 4 ft.	Tatarian pink Tatarian red zabeli	35.00 45.00 40.00 50.00 45.00 35.00 40.00 55.00 45.00 45.00 60.00 45.00 60.00	Spirace vanhouttei  18 to 24 ins. 2 to 3 ft. 3 to 4 ft. Symphoricarpes albus (racemosus) 18 to 24 ins. 2 to 3 ft. Symphoricarpes vulgaris 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft.  Tomarix 18 to 24 ins. 2 to 3 ft. 3 to 4 ft. africana hispida adessan  Wiburnum dentatum 18 to 24 ins. 2 to 3 ft. Viburnum lentage 2 to 3 ft. Viburnum lentage 2 to 3 ft. Viburnum lentage 18 to 24 ins. 2 to 3 ft. Viburnum sterile 18 to 24 ins. 2 to 3 ft. Viburnum lentage 2 to 3 ft. Viburnum sterile 18 to 24 ins. 2 to 3 ft. Viburnum opulus sterile 18 to 24 ins. 2 to 3 ft. Visigela Bristol Ruby 18 to 24 ins. 2 to 3 ft. Weigela Bristol Ruby 18 to 24 ins. 2 to 3 ft. Weigela Free Rabbee	24.00 25.00 20.00 25.00 20.00 28.00 30.00 45.00 45.00 45.00 45.00 45.00 66.00 80.00
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Published on the
first and fifteenth
of each month by the
AMERICAN NURSERYMAN
PUBLISHING COMPANY
343 South Dearborn Street,
Chicago 4, Illinois.
Telephone: WAbash 2-9011



Subscription Price: \$4.00 per year; outside United States, \$5.00; Single Copies, 20c.



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Entered as second-class matter December 14, 1933, at Chicago, III., under act of March 3, 1879.

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Van Kleeck, James A.     96       Van Veen Nursery     75       Van Waveren & Sons, Inc., M.     63       Vanderbrook Nurseries     44       Verhalen Nursery Co.     70       Verkade's Nurseries     43       Vermeulen & Son, Inc., John     45       Vuyk Van Nes Nurseries     62
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Yoho & Hooker Greenhouse Co. 88 York Modern Corp. 107

Forms for the October 15 issue will close Friday, September 30.

Forms for the November 1 issue will close Friday, October 14.

Mail copy to arrive at Chicago by these dates—no later!

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**ALL-AMERICA** ROSE SELECTION'S NEWEST STANDARD OF

**EXCELLENCE!** 

The gardening public is now seeing why Tiffany was selected as an All-America winner.

Tiffany plants and blooms are easy to recognize. Stately upright growing plants carry big long tapered and firm buds of rich pink with golden yellow base. They're beautiful!—even to the experienced rose grower, Tiffany plants are a rare sight!

Little wonder that Tiffany has been proclaimed the finest new hybrid tea rose of the decade, bearing out its namesake...a standard of excellence the world over!

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Lilibet, All-America Rose Selections Award winner 1954. (Floribunda). Nurserymen, recommend floribundas to your customers who want to grow a hedge or for colorful mass planting, Lilibet's foliage grows thick and deep green with beautiful masses of blooms long into the Fall. Your customers will be pleased with their results, and you'll be pleased with an increase in sales!

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Finest quality Tiffany and Lilibet rosebushes are available directly

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Seasoned Rosebushes" ...

... for the Wholesale Trade Exclusively

HOWARDS OF HEMET · HEMET, CALIFORNIA

## American Nurseryman

F. R. KILNER Editor and Publisher

#### Editorial

#### WAYS OF EXPANSION

Time was when a nurseryman, in the process of expanding his business, extended his operations to include other branches of the industry. If he started in the retail segment, for instance, he probably decided to grow some of his own stock eventually. Then, after doing so and adding to his average for a few years, he found himself going into the wholesale segment to dispose of the surplus. Possibly, if he grew stock, he started to accommodate the retail buyers who stopped by and soon found himself in the cash-and-carry trade or operating a salesyard. Then, perhaps, when his list of customers became larger, he issued a price list and before long he found himself in the catalog business.

The picture might be drawn in fuller detail and its variations described, but every nurseryman is familiar with the pattern.

Sooner or later, the nurseryman (if he did not work himself to death first) discovered that he was trying to operate several different enterprises and was competing with specialists in the various lines. Perhaps he also engaged in farm or orchard operations to round out his undertakings.

Of course, he learned, sooner or later, that the total volume of his various activities was no more than that of the specialists in a single line and, that in spite of his long hours and ceaseless work, his profit was less. He was kept on the go seven long days a week and envied his employees who put in only five or six days a week and enjoyed vacations with a carefree mind.

The expansion of the nursery industry in recent years has made the plight of the would-be all-round nurseryman the more emphatic. Not only has he found himself to be a jack of all trades and master of none, in comparison with his competitors who confine themselves to one or two operations, but he has also found himself at a disadvantage with the customers in point of service.

So serious has the matter become that, in the past two years at least, many nurserymen have discussed the closer definition of trade categories and debated the relative merits of them, as related to their own operations. Some have quietly withdrawn from one or more lines of activity and sought to continue those most suited to their own talents or to the local conditions, expanding their sales by concentrated rather than diverse effort.

Lately, the announcement of such limitation or centralization of activities by several prominent firms has emphasized a problem that is widespread and will be given serious study by many others. Queries have revealed much self-searching in this direction.

#### HURRICANE DAMAGE

Persons in the area along the Atlantic seaboard visited by this season's hurricanes may be reminded that damage to lawns, trees and shrubs, as well as loss to other property, is recognized as a deductible item in computing this year's federal income tax returns.

In order to substantiate claims for such losses, homeowners should be advised, by nurserymen or others who supply replacements or repair service, to keep receipted bills or other evidence of payments. The taxpayers' property need not be of the income-producing type to be eligible for loss deductions.

Nurserymen themselves can charge repairs of hurricane or flood damage and claim losses in capital assets if they are sustained. Whether or not loss of stock is deductible depends on the nurseryman's system of accounting or whether an inventory is maintained. In any event, the amount of the loss must be proved or provable, by dated invoices for repairs, by appraisal or other method.

#### THE BIGGEST TREES

Search for the biggest specimens of various trees has interested some nurserymen and arborists, as well as foresters and nature lovers. Probably the foremost such hunt has been the campaign of the American Forestry Association to locate the largest living specimens of American trees, launched in 1940. The results of the 15 years of diligent search by cooperating individuals has produced a list of champions of which publication was begun in the September issue of American Forests, the association's magazine. The list, from ailanthus to mahogany, includes about 155 species, with circumference, height, spread, location of tree and nominator. The remainder of the list will appear in later issues.

The challenge is to locate larger specimens than those listed, if they exist, and also the giants of species not listed.

#### HIGHWAY PROGRAM

The importance of formulating a program, at the national and at the state level, with regard to landscaping the highways which are to be built in the next few years is to be seen in the proposals of the federal government for road construction.

The Eisenhower administration has already set in motion the biggest 2-year federal-aid highway program in history. The 83rd Congress voted a recording-breaking amount in the federal-aid highway act of 1954 to modernize and construct some 40,000 miles of roads in the fiscal year 1956-57. Aid to the states was boosted by 50 per cent. Altogether, the \$3,500,000,000 program was 40 per cent more than the old program.

A breakdown of \$1,900,000,000 aid voted shows \$875,000,000 a year going to states on a matching basis, \$315,000,000 for primary roads, \$210,000,000 for secondary roads, \$175,000,000 for urban, \$175,000,000 for interstate, \$81,000,000 for forest and park roads, \$10,000,000 for the Inter-American highway and \$250,000 for Mississippi valley great river road planning.

To help meet the transportation needs of a 200,000,000 population by 1970, President Eisenhower has also proposed a bold and expensive new 10-year, \$101,000,000,000, highway program. It is based on studies by the Commerce Department's bureau of public roads, the governors' conference and President's advisory committee on a national highway program (the Clay committee).

On the advisory committee's recommendation, President Eisenhower proposed to Congress: (1) Federal government assumption of responsibility for a moderate interstate network of urban arterial highways, to cost \$25,000,000,000 over a 10-year period (by 1964); (2) continuation of federal contributions to primary and secondary roads at the 83rd Congress' authorized rate of about \$525,000,000 a year; (3) continuation of federal aid to roads in urban areas at the present rate of about \$175,000,000 a year and [Concluded on page 71]

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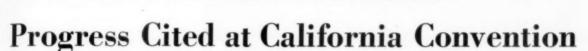








# Officers and board of directors, C. A. N., 1954-55; from left (seated), Andrew Caglia, W. J. Moffet, Dwight Dewing, Richard Oki, Jack Schneider and Jack McDonnell; (standing) Dave Stump, Frank Dawson, Syd Whitehorn, James Harris, Don Perry, William Schmidt, Fred Fick, Elmer Merz, Arthur Hyde, John Edwards, Ruth Hahn, Ben Thrasher, Lynn Seright, James Gibbs, O. L. Weeks, Harold Prickett, George Steelman, James Wilson, Waldo Small and Ed. McNeill.



By Ed. McNeill

Over 350 members of the association registered for a new attendance figure, according to the convention's general chairman, Willis A. Stribling, Stribling's Nurseries, Merced. All business sessions were conducted in the Hotel Ahwahnee, with the guests distributed evenly among the hotel, Yosemite lodge and Camp

Members had ample opportunity to visit Yosemite valley's famed showpieces, such as El Capitan, Half Dome, Glacier point and the great trees of Wawona, between scheduled events.

### Election

At the close of the annual president's banquet Thursday evening, the retiring president, David S. Stump, assistant to the general manager of Armstrong Nurseries, Ontario, turned the gavel over to Donald C. Perry, owner of the Sunnyside Nursery, San Anselmo, elected the 1955-56 leader. Selected by the members as vice-president was David L. Cunningham, sales manager for Descanso Distributors, Chino, who has been active for many years in asso-

ciation affairs. Re-elected treasurer was Fred Fick, East Lawn Nursery, Sacramento, while Syd Whitehorn, Sierra Nursery & Seed Co., Fresno, was retained as controller. Mr. Whitehorn thus begins his 18th consecutive year in service to the association. Elmer J. Merz was appointed for his



Exceptional efficiency and the di-

rectness of action among the officers

and members of the California As-

sociation of Nurserymen during the

year just passed became impressively

apparent as the 1955 convention of

the C. A. N. unfolded in Yosemite

No particularly noteworthy mat-

ter of business or problems were en-

countered and solved at this 45th

renewal of the annual event, yet veteran observers expressed the

opinion that the three days spent

in discussing questions of real im-

portance to the nursery industry

will bring many benefits to members

during the coming year through the

medium of the many new ideas de-

national park September 12 to 15.

Donald C. Perry, president of C. A. N. for 1955-56, at left, congratulates David L. Cunningham on election to the post of vice-president.

## NEW C. A. N. OFFICERS

PRESIDENT—Donald C. Perry was born at San Francisco, Calif., in 1901, a fourth-generation Californian . . . attended the University of California, graduating as a mining engineer, playing guard on California's wonder teams of 1921 to 1923, with honorable mention as All-American on Walter Camp's with nonorable mention as All-American on Walter Camp's 1923 selections . . followed mining and geology until 1940, when he opened the Sunnyside Nursery at San Anselmo . . . has served as president of Redwood chapter of C. A. N. and as state director for five years . . married, wife's name is Alice . . has one son, Warren Ross, just discharged from marine corps as second lieutenant, who is married to Jane and has one son . . . Don's hobbies are fishing, photography, golf and travel.

VICE-PRESIDENT-David L. Cunningham was born at Bath, Somerset, England, in 1912 . . . educated in Canning's College at Bath . . . came to America April 19, 1937 . . . formerly sales manager for Roy F. Wilcox & Co., Montebello . . . past president of the Los Angeles chapter, C. A. N.; on state board of directors; chairman of education and scholarship committee for past two years . . . home on Lido isle, in Newport Harbor . . . married, wife is Joan; children are Jim, Sue, Lawrence and Robert . . . hobbies are fishing and tennis. He is sales manager for Descanso Distributors, Chino, Calif.



Officers of the California Association of Nurserymen: Seated, Executive Secretary Elmer J. Merz, at left, and President David S. Stump; standing, from left, Comptroller Syd Whitehorn, Vice-President Donald C. Perry and Treasurer Fred Fick.

ninth term as executive secretary by the state board of directors in April of this year.

Since Hoberg's resort, in Lake county, had been awarded the 1955 convention by membership action last year, the city of Santa Barbara made the successful bid for the 1957 meeting of the association. In order to avoid conflict with the beginning of the fall term in California schools, next year's conclave will be held the third week of September, instead of the second, as has been the custom.

Two important officers of the American Association of Nurservmen were on hand this year, Dr. Richard P. White, executive vice-president,

who delivered one of the keynote luncheon addresses, and Clyde Stocking, newly elected vice-president and owner of Stocking's Rose Gardens, San Jose.

In the opinion of the entire group, the outstanding individual contribution to the C. A. N. year was the splendid effort of President Dave Stump. As the chief representative of the association, he made many speeches and appearances before many types of groups, attended innumerable committee meetings, visited every chapter in the state organization at least once and directed all major state functions. In appreciation of his efforts, the association



Committee chairmen of the C. A. N. convention, from left (seated), W. J. Moffet; Elmer J. Merz; Joann Stribling, ladies' chairman; Willis Stribling, general chairman, and Marion Gardner; (standing) Watt Keister, Howard Riggs, Andrew Caglia, Clifford Oliver, Jack Schneider and Larry Basker. Arthur Cox is absent from the

presented him with a watch at the president's banquet. "I traveled 10,000 miles over the state this past year, and I'm tired," he stated.

Other members singled out for exceptional action were Willis Stribling, as the convention's general chairman; Don Perry, who often traveled with Mr. Stump to state functions; J. Awdry Armstrong, for outstanding contributions as head of the legislative committee and activity in many other groups, and Dave Cunningham, for the splendid development of the scholarship awards among the horticultural students of California.

#### Social Events

The convention began Monday. with the semiannual meeting of the board of directors and with dancing in the evening. Business sessions continued through Tuesday, ending with a fashion show staged in the great lounge of the Ahwahnee by Rhonda of Millbrae and employing wives of members as models. Play day, Wednesday, included tournaments in golf, croquet, pingpong and horseshoe pitching. The annual baseball game between the north and the south was played in the afternoon, the blues winning, 13 to 5. Wednesday's luncheon was in the form of a barbecue, served in the lovely gardens of the Ahwahnee.

Late Wednesday afternoon supply firms hosted the entire group at a cocktail party on the Ahwahnee terrace from 6 to 7 o'clock. These firms were Bandini Fertilizer Co., Los Angeles; California Spray Chemical Corp., Richmond; Hayes Spray Gun Co., Pasadena; Germain's Inc., Los Angeles; Pacific Guano Co., Berkeley; Schmeidell & Co., San Francisco, and the Volckman Seed Co., San Francisco. A campfire program in the evening at Camp Curry completed the day.

#### Award to Hartman

Thursday marked the final business day, followed by the president's banquet in the evening. Highlight of the banquet was the presentation of the annual award donated by the Pacific Coast Nurseryman for outstanding achievement in horticulture. The winner is selected in closely guarded secrecy by the awards committee, headed by Bert Kallman, Kallman's Garden Nursery, Santa Barbara

The award to the 1955 winner, Ray D. Hartman, owner of the Leonord Coates' Nurseries, San Jose, proved extremely popular gleaming trophy was presented to

[Continued on page 86]

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# **Adopt New Constitution at Washington**

By M. Blake Smith

Adoption of a new constitution and bylaws, broad discussion of a suggestion to develop a chapter setup within the framework of the state association and election of officers for the ensuing year were major considerations of the members who attended the summer convention of the Washington State Nurserymen's Association at Maple Valley, Wash.,

August 22 to 24.

Acceptance of the new constitution at this meeting, with amendments, culminated several months of study and inquiry by a committee and the board of advisers. In addition, articles of incorporation had been drawn up by an attorney and filed with the secretary of state at Olympia, Wash., June 20. Acceptance of the plan by the secretary of state was announced, in consequence of which the association is now a nonprofit corporation.

Comment from the floor on the subject of forming chapters of the state group was extensive but diverse in the viewpoints expressed. A motion was finally passed unanimously that the matter be investigated further by the board of advisers and a report be made at the winter meeting of the association.

#### Officers Named

The nominating committee, consisting of L. H. McGuire, Tacoma, chairman; Frances Roberson, Seattle; Helen Firth, Tacoma, and Marland Edwards, Tacoma, presented the following slate of officers at the closing session and they were subsequently unanimously elected: President, Larry Krause, Krause Nursery, Inc., Spokane, and vice-president, LaDon Hanson, Chenoweth's Mount Vernon Nursery, Mount Vernon, and for re-election as secretary-treasurer, Mrs. Stanley Walters.

There were several names suggested to replace the outgoing members of the board. Effort was made to get the best geographical distribution. Finally choice narrowed to Fred Dent, Mountain Meadows Nursery, Monroe, and Bryan Taylor,

Taylor Nurseries, Seattle.

After some discussion it was offered as an amendment to the new constitution that vice-presidents shall serve on the board of advisers. This idea will be included in the constitution. Old board members are Harley Mays, Mays Landscape Nursery, Vancouver, Wash., and John Snyder, Yakima. The first board meeting



Newly elected officers of the Washington State Nurserymen's Association; right, President Larry Krause, Krause Nursery, Inc., Spokane, and left, Vice-President LaDon Hanson, Chenoweth's Mount Vernon Nursery, Mount Vernon. Mrs. Stanley Walters, Walters Nursery, Puyallup, was re-elected secretary-treasurer.

follows the summer meeting in approximately two weeks' time. All committee members now serving were appointed to continue to serve.

The choice of location for the convention at beautiful Lake Wilderness resort and the planning committee's division of the workday into action-packed morning sessions and open afternoons drew many family groups. It was the best attended convention on record. Nurservmen made the occasion a vacation as well as a business meeting. Afternoons were spent on or in the lake, on the golf course or tennis court or riding over bridle trails. Fishing was good, both at Lake Wilderness and in nearby streams.

In the evening, groups regathered, Monday for the banquet and an address by C. O. Miller, Jr., Seattle branch manager of the National Cash Register Co., and Tuesday for a family-style smorgasbord dinner and an evening of fun together.

Registration started at 8 a. m. Monday at the large dance hall at the resort. The convention committee consisted of Angelo Balzarini, Seattle, chairman, and his wife, Esther, as cochairman; Larry Krause, Spokane, in charge of program; John Snyder, Wenatchee, program assistant; Marland Edwards, Tacoma, in charge of reservations; Naomi Edwards, Tacoma, in charge of registrations; L. H. McGuire, Tacoma, in charge of sports, with John Snyder as assistant; Henrietta Balzarini and Ruth Bretz, Seattle, handling women's activities; Gertrude Mortenson, Bothell, decoration for luncheons and banquets, and Helen Firth, Tacoma, covering the Tuesday night entertainment.

The committee keyed the program to the idea of cooperation - in



Angelo Balzarini, Seattle, chairman of the recent convention of the Washington State Nurserymen's Association and of the summer meeting of chapter 28 of the American Association of Nurserymen, receives a gold watch and the state associa-tion's man of the year award from the retiring president, W. M. Steward, Maple City, at the convention banquet.

thought, word and deed — so that each member of the state and national group would be concerned with bettering horticultural conditions throughout the country.

W. M. Steward, Maple Valley, president of the state association for the past two years, opened the first meeting with an official greeting and various announcements. Guest nurserymen from California, Oregon, Montana and British Columbia, Canada, were introduced. Mr. Stewart called attention to the displays of two landscape groups-the Washington State Society of Landscape Architects and the Associated Landscape Designers and Contractors. These displays, set up at the end of the ballroom, consisted of samples of work proceedings and of work completed.

A display of clippings from every area in the state was shown by the publicity committee, headed by Mrs. Frances Roberson, Seattle. These clippings were the result of the press releases sent out by the publicity committee, particularly to small town or neighborhood newspapers not having a regular garden department.

#### President's Report

A business meeting of W. S. N. A. followed, with reports by President Steward, Secretary-Treasurer Walters and several chairmen of committees.

Mr. Steward reported the steady growth of the association, recalling that two years ago the ambition was to attain 100 members; now the group is on the last lap to a membership of 200, all active. Mr. Steward mentioned the substantial bank balance and stated that since

the last winter meeting he had met with the legislative committee for two trips to Olympia in an attempt to reduce bad business practices. As a result, those firms which had offended had not been re-issued nursery licenses by the Washington state agriculture department.

Mr. Steward called attention to the continued development of the official publication, Balls and Burlaps, and urged nurserymen with retail stores to insist that their suppliers help support the paper with adver-

tising.

[Continued on page 65]

#### **CHAPTER 28 ELECTS**

New officers for the following year were elected by chapter 28 of the American Association of Nurserymen at a meeting held August 24 during the course of the summer convention of the Washington State Nurserymen's Association, August 22 to 24, at Maple Valley, Wash., and reported in full elsewhere in this issue. Named unanimously to office were the following: President, Harold Hopkins, Hopkins Nursery, Bothell, Wash., and Harley Mays, Mays Landscape Nursery, Vancouver, Wash. Mrs. Stanley Walters, Walters Nursery, Puyallup, Wash., was re-elected secretary-treasurer.

President Stanley Walters presided at the opening of the meeting and called first for the report of the secretary-treasurer. John Snyder, chairman of the 1956 convention train committee for chapter 28, told the plans made to date for entertainment during the stopover of the convention special train. Arrangements include a luncheon at Woodland park and, possibly, a cruise on the sound. A complete report will be

presented at the chapter's winter meeting.

After several other committee reports, the election of officers was held, as given, this action being followed by expressions of appreciation for the work of the officers last year. Mr. Walters then turned the gavel over to Harold Hopkins, who made a short acceptance talk, stressing the subject of sales promotion, which had received attention in the state association program earlier. He urged members to keep alert to the merchandising ideas offered in the A. A. N. newsletter and in the trade press, in order to counter current trends or to adapt to them.

President Hopkins called on L. H. McGuire, Tacoma, to report on the Toronto convention of the A. A. N. Clyde Stocking, San Jose, Calif., vice-president of the A. A. N., telling about the work of the fair trade practice rules committee of the national association, stated that the committee had prepared one set of rules, had met with the fair trade commission and now is making a final draft of a revised set of rules. He believed it will take another two months before the final draft will be ready. When it is completed and approved by the fair trade commission, more effective action can be taken against misleading advertisers in the trade.

Currently the fair trade practice committee is working through newspaper publishers and radio and TV broadcasting companies and has been fairly successful in combating bad trade practices. Mr. Stocking quoted several instances in point. He also told of attempts that had been made to gain entry into this country of plants that had been grown entirely in peat moss and how Dr. Richard White, executive vice-president of the A. A. N., had caught the movement before it started and proved that pests could be brought in under such a practice.

The speaker brought the group up to date on the new A. A. N. office setup at Washington and told of the healthy financial condition of the association. Mr. Stocking stated that the aim is to accumulate sufficent funds so that the association could operate an entire year without income in event some disaster shuts off the latter.

At the conclusion of Mr. Stocking's remarks, Stanley Walters spoke for a continuance of the former's column in Balls and Burlaps, the official state publication, and then the meeting was resumed as a session of the Washington State Nurserymen's Association.

M. B. S.



New officers of A. A. N. chapter 28 with Clyde Stocking, San Jose, Calif., vice-president of the A. A. N.; left to right, Harold Hopkins, Hopkins Nursery, Bothell, president; Clyde Stocking; Mrs. Stanley Walters, Walters Nursery, Puyallup, re-elected secretary-treasurer, and Harley Mays, Mays Landscape Nursery, Vancouver, Wash., vice-president.

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# **Optimism at Oregon Meeting**

By Martha Walker

Fun and relaxation was the theme for the annual fall meeting of the Oregon Association of Nurserymen, held September 7 to 9 at Gearhart, Ore., a coastal resort town approximately 90 miles west of Portland. Headquarters were at the Gearhart hotel. The convention committee, composed of James A. Doty, chair-man; Paul Van Allen, and Robert Mullison, did an excellent job of providing for both the recreation and the fun. Guests of honor at the meeting were Dr. Richard P. White, executive vice president of the American Association of Nurseryman, and Mrs. White, Washington, D. C.; Mr. and Mrs. Donald C. Perry, San Anselmo, Calif., and Clyde Stocking, vice president of the A. A. N., San Jose, Calif. There were also a number of other guests from California, the state of Washington and British Columbia.

Highlight of the social side of the 3-day meeting was the clambake and song fest on the beach Thursday evening, under ideal weather conditions. Throughout the three days there were golfing, horseback riding, swimming in a glass-enclosed heated pool, as well as in the ocean; ping-pong, card games and movies. An excellent buffet supper was served in the main dining room of the hotel Wednesday evening, and Thursday afternoon there was a tour to Fort Clatsop, where the Lewis and Clark expedition established its winter camp at the end of its journey in November, 1805.

#### **Business Sessions**

On the more serious side were the two morning business sessions Thursday and Friday, presided over by President W. P. (Pete) Nuffer, Troutdale, at the first of which Clyde Stocking reported on the operation of the A. A. N. Washington office. He reviewed briefly the group insurance and market development programs. He also told of the progress being made by the A. A. N. committee which is working with the federal trade commission to draw up a set of fair trade rules for the nursery industry, which, after their adoption, will provide for violators to be prosecuted by the federal trade commission, thereby saving the A. A. N. the terrific expense of prosecution. He stated that the A. A. N. membership now represents 80 to 90 per cent of all the nursery business done in the United States.



Speakers at the convention of the Oregon Association of Nurserymen, left to right (front row), Clyde Stocking, Dr. Richard P. White and James Doty; (back row) Donald Perry, W. P. Nuffer and Melvin Surface.

After Mr. Stocking's report, President Nuffer called upon Dr. Richard P. White to speak on "The Business of Our Association." As Dr. White stated it, the aims of the national association are to promote and protect the nursery business and to cooperate with the state associations, particularly on legislative matters. He told of the tremendous amount of legislative work required thus far in carrying the trip-leasing problem through the various con-gressional committees and federal departments, commissions and bureaus concerned in the matter, but said that he expects the problem to be resolved in favor of agriculture at the next session of Congress. Competition by government agencies with private commercial nurseries is another matter in which the A. A. N. is involved, and progress is being made toward a solution of this problem, also, according to Dr. White.

To aid in the promotion of the nursery business a motion picture, entitled "Landscape for Living," has been produced by the A. A. N. and will soon be ready for distribution and showing. The "Plant America" program, with special emphasis at the present time on industrial landscaping, is still going strong, and winners of industrial landscaping awards are receiving much favorable publicity. Dr. White's concluding remarks concerned the plans for the 1956 tour through the northwest by the special train on its way

to the annual A. A. N. convention at Los Angeles, Calif., in July, 1956.

#### Discussion on "Profits"

The main speaker at Friday morning's business session was Donald C. Perry, vice-president of the California Association of Nurserymen. In his talk on "Profits, If Any, in the Nursery Business" he stated that retail nurserymen are operating on a small profit margin and they must watch the pennies. The speaker illustrated his point by placing 100 silver dollars on the speaker's stand and then subtracting dollars to represent the various percentages involved: The original cost of goods sold, approximately 56 per cent; wages, 16 per cent; salaries, 5 per cent; advertising, 3 per cent; taxes, 2 per cent; etc. When he had completed the list of costs involved in conducting a retail nursery business, he had but three dollars left on the stand, which represented the net profit. He emphasized that all expenses must be closely watched, particularly the labor costs and the original cost of goods. One should know what is needed and buy the best quality at the best prices, taking discounts and watching the turn-

The final official function was a luncheon Friday in the main dining room of the hotel, at which Dr. Richard P. White was the guest speaker. In talking on "What's Ahead for [Continued on page 74]

## Famous Rose Garden

A Mecca for rose enthusiasts and garden club members is the municipal rose garden at Tyler, Tex., which ranks among the 10 top gardens of its kind in the United States. Started in 1952 with the planting of 3,000 rosebushes, the garden has been enlarged each year since, last spring's additions bringing the plantings to 22,555 bushes in 377 varieties. The ultimate aim is 50,000 plants.

The garden nestles in the center of Tyler Rose park, an area of 20 acres, beautifully landscaped, having gravel walks, a reflecting basin and fountain and spiraling stairs, built in the WPA days, at a cost of \$150,000. Lights illuminate the garden for night viewing. Maintenance is provided through the city's general park operation budget. Rose plantings received special care this year in order to have the plants in peak bloom during the Texas rose festival. October 21 to 23, and the annual convention of the American Rose Society at Tyler, October 24 to 26. It is estimated that 200,000 persons will visit the garden this year, including about 50,000 during the rose festival. Clark Kidd, Tyler, southern committee chairman for the All-America Rose Selections, has nominated Tyler Rose park as an accredited A. A. R. S. trial garden.

On a hill overlooking the rose garden the Texas Rose Festival Association, in cooperation with the city park board and the Tyler Council of Garden Clubs, three years ago erected a \$45,000 Garden Center building to house a spring flower show and the festival rose show. The north wing of the building is a greenhouse, used for growing tropical plants and roses in winter.

East Texas nurserymen have been liberal in donating rosebushes for the garden, as have many of the nation's leading hybridizers who send new introductions for trial in the garden. An inventory taken in June of this year showed the garden had 9,600 hybrid tea roses, representing 189 varieties; 11,204 floribunda and polyantha roses in 96 varieties; 1,564 climbers, in 76 varieties; 173 miniatures, in 12 varieties, and 14 tree roses, in four varieties.

At present, about five acres are devoted to roses, planted in beds laid out in formal pattern. Each bed has from 20 to 60 plants of a single variety. There are more than 1,200 Peace roses. A new area of the garden 70x240 feet, with an L 50x100 feet, has been opened southeast of the spiraling stairway and planted to 1,500 rosebushes in 75 new varieties.

#### **Features**

The entrance walk is flanked by floribunda roses, which also edge plantings elsewhere. An unusual feature of the garden is a section planted entirely to miniature roses. This division is raised two feet and curbed with concrete. The space is a miniature garden in formal pattern, surrounded by a miniature boxwood hedge and white alyssum. Rose trees less than a foot high accent the design. The pigmy rose plants grow only six inches high and bear blooms smaller than a dime in diameter.

All-America roses are planted in a special section. Among the newer varieties are Chief Seattle, Chrysler Imperial and Ma Perkins, 1953 winners; Mojave and Lilibet, 1954 winners; Queen Elizabeth, Tiffany and Jiminy Cricket, 1955 winners, and Circus, the 1956 A. A. R. S. winner.

Some old favorites include American Beauty, Condesa de Sastago, Dainty Bess, Mrs. Charles Bell, Lady Hillingdon and Perle d'Or.

At the extreme eastern part of the garden are grouped beds of red roses, including Roundelay, Night and Geranium Red.

#### **Experimental Work**

An experimental half acre for demonstration of how a rose is grown has been developed in the garden through cooperation with the Texas Rose Research Foundation. Dr. E. W. Lyle, plant pathologist, has planted 4,000 cuttings of multiflora base wood in the experimental plot and has begun a series of tests with the basic stock planted.

The experimental tract will also demonstrate to visitors how roses are budded on hardy rootstock. The quality of the foliage is being retained through use of a fungicidal treatment which prevents leaf diseases such as black spot and powdery mildew. The fungicide treatment includes the same sulphur-copper dust used by commercial growers, the material being applied lightly 25 hours after each rain. Another project at the garden that is attracting considerable interest is the application of high-analysis soluble fertilizer, mixed with water, to the soil around the rosebushes, making plant food immediately available to the roses.

Insect and disease prevention in the garden are also under the guidance of Dr. Lyle. Dusting and spraying are carried on regularly. In extremely dry months, the roses are watered by flooding the ground at the base of the plants.

#### **Compost Preparation**

Because the original soil on the site was iron ore gravel and hardpan clay, ill adapted to rose growing, soil handling techniques are important at the garden. When beds are plant-



View of Municipal Rose Garden at Tyler, Tex., a Mecca for Rose Lovers

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Among speakers at the first annual nurserymen's and growers' short course in Florida were, left to right, R. E. Brown, Dr. C. E. Williamson, Prof. Alex Laurie, J. N. Joiner, Fred P. Lawrence and Dr. E. W. McElwee.

## First Florida Short Course

By T. J. Sheehan

growers' short course sponsored by the agricultural extension service at the University of Florida, Gainesville, attracted nearly 200 Florida nurserymen and flower growers.

Tours of university horticultural facilities, including the plant pathology greenhouse, the teaching greenhouse range, the buildings and grounds nursery, the turf nursery and the state plant board greenhouses and laboratories, were made.

Lecture and discussion sessions were held in Walker Auditorium on the university campus. These meetings included discussions of plant diseases, control methods, varieties, insects, weed control, marketing techniques and many other related topics.

#### University Tour

The program opened Wednesday morning, August 24, with a tour of the university facilities dealing with ornamental horticulture. At the research greenhouses, the group saw results of tests being conducted on various types of materials as insulators to protect foliage plants from freezing when shipped to northern markets during the winter. At the plant pathology greenhouses, diseases of foliage plants were observed and studied. Demonstrations of shade cloths and methods of attachments, soil mixtures for canned stock and methods of disease identification practiced by the state plant board were shown.

The afternoon session was mod-

The first annual nurserymen's and erated by Dr. E. W. McElwee, extension ornamental horticulturist. who introduced Dr. J. Wayne Reitz, president of the university. Dr. Reitz welcomed the growers to the campus and explained in some detail how the extension program in ornamentals had evolved.

#### Horticulture Department

Dr. Walter Reuther, new head of the combined departments of horticulture, spoke on "Your Horticulture Department." He explained various functions of the different sections of the department and how they benefit the growers.

Dr. Miller, plant pathologist, spoke on "Plant Disease Diagnosing. "What is a plant disease?" and "What causes a plant disease?" are questions he answered. He listed the causes of plant diseases as fungi, bacteria, viruses and nematodes. A grower who is familiar with disease symptoms can institute an effective control program, he declared.

#### Insect Identification

The problem of insect identity was handled by Dr. Louis Kuitert, entomologist with the experiment station. Dr. Kuitert stated that not all insects are destructive pests, cit-



Dr. E. W. McElwee Explained Results of Soil Fumigation Tests in Florida

ing some of the many beneficial insects found in Florida and showing slides of the widespread insect pests of ornamentals found in the state.

Fungicides and their uses were covered by Dr. James Tammen, pathologist with the state plant board. He also discussed the place of organic fungicides, giving precautions to be used with each material. In general, the speaker pointed out, sprays give better coverage than do dusts, except at certain seasons when soil is too wet for heavy equipment and a spray cannot be used. Coverage cannot be stressed enough, he said. Only by complete coverage of the plant can growers expect to control diseases.

#### **Pest Control Measures**

Insecticides and miticides were covered by James E. Brogdon, extension entomologist, who said that much of the failure to obtain satisfactory control of a pest is attributed to the pesticide, even though, in many instances, the failure results from improper selection and application of the material. In choosing a pesticide you should consider: (1) The pest to be controlled, whether the effect of the material on the plants is toxic, (3) whether it will induce the possibility of a build-[Continued on page 47]

#### TOPIARY PLANTS

Like many another art device in the American scene, the topiary form in the planned landscape has suffered both from fluctuations in regard and from lessened opportunity for effective use. Infrequency of skill and patience to produce topiary subjects undoubtedly also has had its effect on production.

No product of the machine age this, as witness the accompanying illustration depicting the handcraft method of developing a spiral design in a yew. However, this is an activity that can be seen today at the Charles Fiore Nurseries, Prairie View, Ill. Mr. Fiore learned the work as a boy in Italy. When he came to this country, at the age of 14, he brought with him the only tool he needed-pruning shears. After he had come to live in the area of the big private estates on Chicago's north shore, he practiced his pruning specialty in the estate gardens. In later years, when he had become established as a skilled landscape gardener, Mr. Fiore taught the topiary technique to his son John and to the superintendent of his nursery, Mike Di Pinto, whose picture appears.

Until the second World War, the

Fiore nurseries had growing on its a complete variety of shrubs, evergrounds a variety of topiary forms, including, bird, chair, anchor, spiral and ball on block. During the early years, privet and privet hedges were used, but 20 or 25 years ago, Mr. Fiore found that yews were really the best plants for the purpose. The company has sold practically every type of topiary design, and it has been only in the past six or seven years that it has been possible to get back to the regular task of creating the different figures.

At the present time, the company is in the process of making bird and spiral forms, as illustrated, and most of them are contracted for, to be used on individual estates. One customer has planned a garden setting especially for these yews. Mr. Fiore believes there is still a demand that



Spiraling Yews Selling Again

can be met, although it takes patience to establish the forms and the price, of necessity, must be high.

The Charles Fiore Nurseries have found an additional value to the production of topiary forms in the publicity gained thereby. The Chicago Tribune felt the subject newsworthy enough, because the art is so nearly extinct in this country, to give it a full-page story, with illustrations, in two successive Sunday issues. The resulting benefits to the firm have been considered extensive.

#### ILLINOIS DIRECTORS MEET

Charles Fiore Nurseries, Inc., Prairie View, Ill., was host to the monthly meeting of the board of directors of the Illinois State Nurserymen's Association on September 1. Prior to the meeting, a tour was made of the firm's extensive plantings, with Charles Fiore, Sr.; John Fiore, and Charles Fiore, Jr., acting

On the 400-acre nursery was seen

greens and trees in excellent condition, despite the recent dry spell in the area. Hand watering, from tanks mounted on trucks, had been employed during recent weeks. It was evident that a strict program of cultivation is employed at the nursery, for not a single weed was seen grow-

Luncheon was enjoyed at the Moraine hotel, Highland Park, after which the business meeting convened. J. B. Duffield urged the nurserymen to take an interest in knowing the senators and representatives from their districts. He pointed out that the Illinois workmen's compensation and OD rates, effective July 1, 1955, will affect the office workers and members of nursery corporations to a greater extent after the first of next year.

H. F. Seifert, horticultural inspection supervisor, Glen Ellyn, reported on the Japanese beetle situation in Illinois. He said 1,200 acres had been treated this past spring, in Sheldon, making a total of 2,500 acres in all, but, he added, 1,000 acres still should be treated, including 240 acres at Decatur. After that, he believes the government should bow out and farmers should treat any local contamination. The situation in Chicago, he said, is not bad. There has been little recurrence in Evanston, but there has been some in East St. Louis, he pointed out.

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Mr. Seifert said that he will be pleased to meet with the committee, appointed at last month's meeting to deal with the problem of stricter regulation and licensing of dealers in nursery stock. J. C. Borah, the superintendent of the division of plant industry, Springfield, and the state attorney would also be pleased to meet with the committee, he add-

Elmer Spencer, Springfield, related that he had received many compliments on the exhibit at the state fair, the material in the display being presented to beautify the grounds after completion of the fair. For better public relations, he said, a more elaborate display is needed, which would require additional

John Fiore reported that the Garden Club of Illinois had requested nurserymen to contribute stock for a display at an exhibit next March in the Prudential building. He was appointed chairman of a committee to study the situation.

The next meeting of the board of directors was scheduled for the first Thursday in October at the La Salle hotel, Chicago.

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## Merchandising Keynotes Kansas Meet

By John J. Pinney

Merchandising was the keynote of the 31st annual convention of the Kansas Association of Nurserymen held at Manhattan September 1 and 2. The convention was notable for the largest attendance in years, trawn from four states, and by the sustained interest in the meetings.

Elected to the presidency for the coming year was Charles R. Nelson, Charles R. Nelson & Son, McPherson. Ralph Johnston, Ralph's Garden Shop & Nursery, Kansas City, was elected vice-president, and Prof. Ray Keen, department of horticulture, Kansas State College, was reelected secretary-treasurer. R. E. McHenry, Hillside Nursery, Wichita, was elected to the board of directors for a period of two years, and John J. Pinney, Willis Nursery Co., Ottawa, for a 1-year term.

The evening prior to the opening of the convention, there was a meeting of the executive committee after a buffet supper for all early arrivals. Among important matters considered was the new constitution drawn up by a committee headed by Ralph Ricklefs, Kansas Landscape & Nursery Co., Salina.

The convention proper opened the next morning in the new horticultural building at Kansas State College with welcoming remarks by Dr. Harold Myers, assistant dean of the college of agriculture.

#### **Nursery Layout**

First on the program was Prof. Ray Keen, whose subject was "Nursery Plant Layout." Most nurseries, according to Professor Keen, just



Russell Zakariasen



Officers of the Kansas State Nurserymen's Association, left to right, Ralph Johnston, vice-president; Charles Nelson, president; L. C. Gatewood, past president, and Prof. Ray Keen, secretary-treasurer.

grow, as Topsy did. A layout plan for a nursery should be broken down into its component parts.

The public should be given first consideration. Does the nursery present a neat and attractive appearance? Is it free of weeds along the roadside? Are there adequate signs to identify it? Access to and from the highway is an important consideration. Access may be controlled by law, which in some places puts definite limitations on it.

It should be easy for the customer to leave the highway and enter the nursery parking area. Fast traffic is not good, because it makes access difficult; besides, such traffic is usually going some place else.

Parking areas should be adequate to care for the expected traffic. Usually the parking areas are too small, but it is possible to get them too large. A large area with few or no customer cars in it may repel a prospective customer. People like to go where there are other people. Be sure the drainage of the parking lot is good and the surface suitable for walking.

#### Sales and Work Areas

Sales areas must be attractive and well organized, making it easy for the customer to find what he wants. Some sales areas are arranged so a customer has to walk past all of the merchandise before reaching the cashier's counter. A great deal of merchandise is bought on impulse.

Hence, the more stock there is on display, the greater will be the unit sales.

The work area is important, but difficult to keep neat. Locate it where it can be well hidden and the public excluded. Empty packing cases, broken pots and dead plants make a bad impression on the customer. Plan the work area so that the operations performed follow in proper sequence.

#### Vernon Marshall Speaks

The convention was honored by the presence of Vernon Marshall, Marshall Nurseries, Arlington, Neb., [Continued on page 101]



Steve Verhalen

# Protection of Ornamentals Against Unseasonable Cold Spells

By F. E.

Johnstone, Jr.

Georgia is plagued with unseasonable cold spells. Some, such as the memorable freeze of March 27 to 29, 1955, stand out and are remembered because of their disastrous effects. In this category can be included the freeze of 1894, which came March 26 and 27 and was almost identical to the 1955 freeze, even to the lowest temperature reached. <sup>1</sup>A severe freeze also occurred April 16 to 20, 1849. The fall season, too, has its memorable dates. November 26, 1950, is still fresh in all of our memories. So is a less severe freeze of November, 1954. Other freezes which old-timers like to recall occurred in 1910 and 1918.

Two things stand out about disastrous freezes. They have almost always been preceded by excellent growing weather, and they have occurred as cold waves moving with a front. Georgia also has costly frosts, and some of them are unseasonable, but they belong in a different category. The principal difference is, of course, that with the cold wave the air itself is the cold-inducing agent. With frost, loss of heat to a cold sky may reduce the temperature of plants and other objects below that of the surrounding air.

This difference is important in considering means of protection. Cold waves are generally accompanied by considerable air movement, so that uniform temperatures are generally found in all except the most sheltered places. In the case of frosts, however, which generally occur on still nights, temperatures may vary considerably from place to place in the same locality. For instance, at Athens the staff has recorded 10 degrees Fahrenheit difference in air temperature between the highest and lowest elevations on the station's horticultural farm, a difference in elevation of less than 200 feet.

#### How Cold Kills Plants

A knowledge of how cold kills plants is helpful in understanding what can or cannot be done to prevent damage or to aid recovery. Plant physiologists are not all agreed on this question, but I shall discuss briefly a few of the fundamentals

which seem to me to be the most plausible. Apparently, plants are killed when ice forms in the protoplasm of the cells themselves by disorganizing the colloidal properties of the protoplasm. A similar phenomenon occurs when cream is frozen and thawed. The cell membrane becomes highly permeable at the same time, so that turgidity of the cells is lost and the plant collapses when thawed. Protoplasm becomes more resistant to freezing as its osmotic concentration increases and as the percentage of certain compounds in-

Address "Protection of Ornamentals Against Unseasonable Cold Spells," pre-

sented by Francis E. Johnstone, Jr., chairman of the division of horticulture at the

University of Georgia, Athens, at the summer convention of the Georgia Asso-

ciation of Nurserymen.

creases in the cell.

In a layman's words, anything which thickens the cell sap will increase its resistance to freezing. Like water, cell sap can be supercooled a degree or two without ice formation, but jarring or inoculation by other ice crystals will immediately cause ice formation.

It is also fairly well accepted that water between cells of plants may be frozen without necessarily killing the plant unless much of the water is withdrawn from the cells for a prolonged period, in which case the cells die from drying out. If the crystals in the intercellular spaces become exceptionally large and/or if pressure is exerted on the frozen plant part, it is probable that cells will be crushed and killed by rupture. Some plants are hardy because the condition of the cell membranes is such that water is usually drawn out of the cells and freezes in the intercellular spaces rather than in the cell protoplasm or vacuole. Such plants are more susceptible to sudden freezes than to slowly dropping temperatures, even though the low point reached is the same in both cases. Also such plants are more likely to be injured by sudden thawing.

#### Preventing Damage

The foregoing is a brief statement of some of the more fundamental considerations of the cause of death of plants from low temperatures. Many other aspects cannot be discussed in this paper. What the grower is concerned with, primarily, is how to prevent damage and how to alleviate the effects after damage occurs. Preventing damage may be considered under two categories: (1) Practices or treatments to prepare plants to withstand possible low temperatures well in advance of the expected date of such cold and (2) temporary measures which may be resorted to when a freeze is imminent.

Under the first category are listed such things as: (1) Proper selection of planting site, (2) manipulation of ordinary cultural practices, such as fertilizing, watering, pruning and cultivation, and (3) special practices, such as mounding, mulching, etc.

Selection of planting site is of particular importance in the prevention of frost damage. The selection of the top or upper side of a hill, with good air drainage, is a commonly accepted practice among good peach and apple growers. It should be kept in mind by nurserymen and homeowners in planting early springflowering shrubs and other plants likely to be injured by late frosts.

#### **Exposure Effects**

Exposure is another important planting site factor. Other things being equal, plants on the north side of a large building or on the north slope of a hill will go into dormancy sooner in the fall and come out of it later in the spring, by virtue of which they are less likely to be injured from unseasonable cold. In Athens, it is common observation that certain Indica azaleas, which are at the upper limit of their range of adaptability in that area, thrive and bloom fairly regularly on the north sides of buildings. The Formosa azaleas on the north side of Conner Hall at the University of Georgia are examples. These plants even escaped severe damage during the March freeze, when most azaleas in Athens were killed to the ground.

#### Conditioning Techniques

Most woody plants in temperate climates have a normal annual cycle of growth — vegetative, flowering, fruiting and dormancy or resting stage. These stages are regulated primarily by external factors, such as length of day, temperature, nitrogen and water supply, and internal factors, such as carbohydrate accumu[Continued on page 52]

was recorded by Hugh N. Starnes, of the Georgia experiment station, and has been reprinted as a Miscellaneous Paper of April 22, 1955. It is most interesting read-

<sup>1</sup>An account of the effects of this freeze

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The prices here quoted include expert packing and delivery of lining-out stock to you, all shipping charges prepaid to any point in the United States, Canada and Alaska. Lining-out stock is marked with an asterisk\*. The prices on B. R. stock are F.O.B. Portland. No packing charge on any stock. 25 at 100 rate

	Per 1000
Aucuba japonica nana (Dwarf Aucuba, Female) A dwarf form with lustrous green leaves.	
*6 to 9 ins., once transplanted	\$128.00
Azalea amoena coccinea	
Flowers bright red completely covering the plant.	
*6 to 9 ins., twice transplanted	\$192.00
Azalea hinodegiri (Crimson Azalea)	
Dwarf, very compact, bright red flowers.	
*1 to 3 ins., once transplanted \$ 12.00	\$ 96.00
Azalea macrantha	
Compact, low growing. Flowers red-salmon.	
*1 to 3 ins., once transplanted \$ 12.00	\$ 96.00
Sherwood Cerise Azalea	
Flowers bright, clear cerise, very lovely.	
*6 to 9 ins., once transplanted \$ 17.00	\$136.00
Sherwood Orchid Azalea	
Clear lavender with speckled throat. Hardy.	
*1 to 3 ins., once transplanted \$ 12.00	\$ 96.00

#### Sherwood Red Azalea

Finest, hardy evergreen, blood-red azalea. \*6 to 9 ins., once transplanted ....\$ 17.00 \$136.00

### Calluna vulgaris aurea (Golden Heather)

Appeals to all who see it. Hardy, new.
12 to 15 ins., twice transplanted, B&B....\$ 81.00

Calluna vulgaris rubra (Red Heather)
A brilliant display of flowering beauty.

12 to 15 ins., twice transplanted, B&B. . \$ 81.00

#### Per 100 Per 1000 Chamaecyparis lawsoniana minima glauca (Little Blue Cypress) \$ 18.00 \$144.00 Chamaecyparis lawsoniana nestoides (Bird's Nest Cypress) Resembles a mushroom in form of growth. 18 to 24 ins., three times transplanted, B&B \$154.00

Chamaecyparis nootkatensis glauca compacta (Compact Blue Alaska Cypress)

Charmingly blue-green foliage. 18 to 24 ins., three times transplanted, R&R \$122.00

Chamaecyparis obtusa ericoides (Sander Cypress) Intense purplish-blue in the winter. \*I to 3 ins., once transplanted ...... \$ 12.00 \$ 96.00

Chamaecyparis obtusa nana (Dwarf Hinoki Cypress)
Unchanging throughout the year. Genuine dwarf. \*3 to 4 ins., twice transplanted .... \$ 18.00 \$144.00

#### Chamaecyparis pisifera filifera nana aurea

(Dwarf Golden Thread Cypress)

A compact mass of intensely golden filaments.

\*9 to 12 ins., twice transplanted, heavy...\$ 35.00 \$280.00

Chamaecyparis pisifera filifera nana aurea

(Dwarf Golden Thread Cypress)

Heavy type. Dark golden, pendulous filaments

\*9 to 12 ins., once transplanted .......\$ 22.00 \$176.00 Cryptomeria japonica lobbi (Lobb Cryptomeria)

Densely clothed with heavy, dark green foliag
\*6 to 9 ins., twice transplanted

\$ 25.00 \$200.00

Cryptomeria japonica lobbi nana (Dwarf Lobb Cryptomeria)

Dwarf, very compact, rounded conifer. \*1 to 3 ins., once transplanted ...... \$ 14.00 \$112.00

Cryptomeria japonica nana (Dwarf Cryptomeria)

Light green, hardy, very compact globe \*6 to 9 ins., twice transplanted .... \$ 25.00 \$200.00

#### LABAR LOSS GROWS

With Stroudsburg, Pa., in the national news as one of the areas hardest hit by the recent hurricanes in the northeast, there has been widespread concern in the trade over the damage inflicted to the plantings of LaBars' Rhododendron Nursery, one of the largest of the nurseries in the devastated region.

As reported in the preceding issue, losses resulting from the overflowing of a creek on the lower part of the LaBar property were obviously large at the outset, even with optimism being held for recovery of some inundated stock. Unfortunately, the hoped for improvement of the affected plants has not developed, and Frank S. LaBar now estimates that almost all of the firm's 1 and 2year-old plants, including a quantity of fine hybrids, are dying as a result of the flooding. Older plants sur-

vived without damage, and the firm still has stock at its branch nurseries. However the loss figure now appears to be somewhere in the neighborhood of \$30,000.

#### Community Aid Rendered

Mr. LaBar, while carrying the load of rehabilitation at the nursery, has, along with associates, been doing a tremendous job in assisting the stricken community. He was on the advisory board of both the civilian defence and the Red Cross, and September 6 he was appointed to the disaster loan committee of the regional small business administration. As president of the local hospital board he has had additional con-cerns. Through all this, the business is being carried on as well as it is

Following are some excerpts from a letter describing local conditions written September 1 by Mr. LaBar to Dr. Richard P. White, executive vice-president of the American Association of Nurserymen:

"The lower nursery along Mc-Michaels creek suffered considerable damage. However, it was only a small percentage of our areas, and our loss is minor in face of the general devastation. Our bridge over this creek was one of the few to withstand the raging torrents and hence played a major part in assisting the people in the western part of our town and county. All traffic going and coming from that area had to go through the nursery, which we normally keep closed, and the damage they inflicted on us was almost as much as the flood damage. The town was without water and to a large degree still is, and here again we were able to be of great assistance. We have our own water system, as well as several excellent springs, and these proved to be a godsend to

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# ONWARF EVERGREENS?

Daboecia polifolia alba (White Irish Bell Heather) Nodding flowers of purest white. Per 100
15 to 18 ins., twice transplanted, 8&B...\$ 89.00
Debocia polifolia rosea (Pink Irish Bell Heather)
Flowers are abundant, rosy-lavender. Per 100 Per 1000 15 to 18 ins., twice transplanted, B&B....\$ 89.00 Erica carnea (King George) Flowers bright red, completely cover the plant. \*1 to 3 ins., once transplanted . . . . . \$ 9.00

Frica carnea sherwoodi (Sherwood Creeping Heath)
Low growing. Flowers bright carmine-red.
\*1 to 3 ins., once transplanted . . . . . \$ 9.00

72.00 Erica carnea (Springwood White) Fine, low growing heath. Flowers pure white. \*6 to 9 ins., twice transplanted ...... \$ 20.00 \$160.00 Erica hybride (Dawn)
Hardy, very rare. Flowers are large, clustered pink bells.
6 to 9 ins., twice transplanted, B.R.,
\$ 41.00 Low, procumbent shrub. A very superior ground cove \*3 to & ins., once transplanted . . . . . . \$ 13.00 \$104.00 Juniperus horizontalis glauca (Blue Creeping Juniper) Foliage is charming steel-blue. 15 to 18 ins., twice transplanted, B&B....\$122.00 Ledum columbianum (Labrador Tea) One of Oregon's very fine coastal evergreens. \*I to 3 ins., once transplanted ...... \$ 13.00 \$104.00 Mahonia nervosa (Long-leaved Hollygrape)
Magnificent fernlike dwarf. Golden flowers \*9 to 12 ins., once transplanted ... \$ 17.00 \$136.00

Pernettya mucronata (Chilean Pernettya)
Neat evergreen foliage. Pink berries.
18 to 24 ins., twice transplanted, B&B...\$122.00
Picea excelsa mucronata (Dwarf Norway Spruce)
Dwarf, dense, rounded pyramid. One of the best.
9 to 12 ins., twice transplanted, B&B....\$102.00

Picea excelsa nidiformis (Nest Spruce)
A flattened globe with compact, dark green foliage.
\*6 to 9 ins., once transplanted....\$ 25.00 \$200.00
Picea excelsa sherwoodi
(Sherwood's Multnomah Spruce)
Wonderful dwarf, compact, irregular, flattened globe.
\*6 to 9 ins., once transplanted....\$ 25.00 \$200.00

Picea glauca conica (Dwarf Alberta Spruce) A close, compact narrow pyramid. 18 to 24 ins., three times transplanted, Per 100 Per 1000 .....\$182.00 B&B Pinus mughus compacta (Mugho Pine) A dense, stout, dwarf evergreen. \*6 to 9 ins., once transplanted . . . . \$ 20.00 \$160.00 Rhododendron myrtifolium (Myrtle Rhododendron) Pink-lavender flowers, fragrant foliage. \*1 to 3 ins., once transplanted ....... \$ 14.00 \$112.00 Skimmia japonica (Oriental Skimmia) Lustrous foliage and brilliant red fruit.

12 to 15 ins., twice transplanted, B&B....\$ 81.00 Taxus cuspidata (Japanese Yew) One of the most satisfactory of all dwarf evergreens. 9 to 12 ins., twice transplanted, B.R. Bright green foliage packed in heavy layers. 15 to 18 ins., three times transplanted, \$122.00 R&R Thuja orientalis aurea nana (Berckmans Golden Arborvitae)
Popular dwarf, golden arborvitae.
\*I to 3 ins., once transplanted......\$ 13.00 \$104.00 Veronica cupressoides nana A very dense, dwarf globe. 12 to 15 ins., twice transplanted, B&B....\$ 73.00



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(It contains complete descriptions)

thousands of people in this section.

"Jesse Flory is the mayor of East Stroudsburg, which was hit even harder than Stroudsburg, and has turned in one of the most outstanding performances of all concerned in this disaster. His town was entirely cut off for four days with the only communication being one lone telephone and helicopters. He came in the office yesterday for the first time since the 17th. Russell Harmon is disaster chairman of the Red Cross; so you may gather that we have been making our contribution and will be during the long months of rehabilitation that faces this county.

"One of the most astounding stories of these last few days has to do with the plain people, mostly from the Lancaster section, who are coming in here 300 strong every day to work hard in the muck and filth that is everywhere in the flood areas.

These Mennonites are really doing an act that transcends anything I know about, and as you probably know they are all workers.

#### Loss Is Stunning

"None of us ever dreamed that a thing like this could happen in this section. We are still stunned and cannot begin adequately to tell the story. You may get some idea from the estimate made by the D. L. & W. railroad this morning that their damage between Delaware Water Gap and Mount Pocono, a distance of 20 miles, is \$10,000,000. There have been no trains operating, and it looks like another month before they will be able to get going again, despite the fact that they have 18 contractors on the job. You can gather from this why we think our little loss is hardly worth mentioning, and we have several industries here that have lost stupendous sums."

#### AIRPORT LANDSCAPED

Approximately \$25,000 will be spent on landscaping the Greater Pittsburgh airport this fall. Thousands of roses and azaleas will be planted around the airport's new fountain. By actual count, there will be 4,000 rosebushes, ranging in shades from baby pink to high-style yellow, and 1,000 azaleas, in 11 different colors, all carefully selected to match the rainbow hues of the lights which will color the fountain itself. Altogether there will be 16 separate rose gardens in the mall surrounding the fountain. Plans call for two gigantic beds of azaleas, which will bloom as early as next April. The design of the gardens has been worked out so that the roses will start blooming about the same time as the early season azaleas stop blooming. Garden clubs will be invited to view the spring display.

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# QUALITY EVERGREENS

#### BROAD-LEAVED EVERGREENS

Abelia Grandiflora
Buxus Harlandi
Buxus Sempervirens
Cotoneaster Francheti
Cotoneaster Horizontalis
Elaeagnus Fruitlandi
Elaeagnus Simoni
Euonymus Coloratus
Euonymus Fortunei Erectus
(small loaf)
Euonymus Patens
Gardenia Fortunei

Ilex Cornuta Burfordi Ilex Cornuta Femina Ilex Crenata Convexa Ilex Crenata Rotundifolia Ilex Opaca East Palatka (heavily sheared)

(well sheared)

Pride of Houston

Jasminum Floridum Laurel Cherry (well sheared)

Ligustrum Lucidum (Black Wax) Ligustrum Lucidum

(Griffing type)
Ligustrum Lucidum Nanum
Loropetalum Texanum

Magnolia Glauca Magnolia Grandiflora

Magnolia Soulangeana Magnolia Soulangeana Nigra

Nandina Domestica Photinia Serrulata

#### CONIFERS

Arborvitae, Or. Baker Arborvitae, Or. Berckmans (Aurea Nana) Arborvitae, Or. Blue Cone (very compact)

Arborvitae, Or. Bonita Arborvitae, Or. Bonita Golden Arborvitae, Or. Excelsa

Arborvitae, Or. Fruitland (Green Berckmans)

#### CONIFERS, cont.

Arborvitae, Or. Newark
Arborvitae, Occ. Globosa
Arborvitae, Occ. Nigra
(Dark Green)
Arborvitae, Occ. Pyramidalis
Cedrus Deodara
Juniper, Andorra
Juniperus Excelsa Stricta
Juniperus Fastigiata
Juniperus Glauca Hetzi
(staked and sheared)
Juniperus Hibernica
(Irish)

Juniperus Pfitzeriana Juniperus Pfitzeriana Aurea Juniperus Pfitzeriana Compacta

Juniperus Sabina Juniperus Sabina Vonehron Juniperus Sabina Vonehron

(staked and sheared)

Juniperus Scopulorum

Juniperus Sylvestris

(Chinensis Femina)
Juniperus Virginiana Burki
Juniperus Virginiana Canaerti
Juniperus Virginiana Dundee

Juniperus Virginiana Dundee Juniperus Virginiana Glauca Pinus Mughus

Pinus Nigra (Austrian Pine)

Pinus Sylvestris (Scotch Pine)

#### CANNED STOCK

Abelia Grandiflora
Gardenia Fortunei
Gardenia Mystery
Ilex Burfordi
Ilex Convexa
Ilex Helleri
Ilex Rotundifolia
Magnolia Grandiflora
Pyracantha Formosana
(light)
Pyracantha Lalandi
(light)

Crape Myrtle

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## **CARTWRIGHT NURSERIES**

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# **Iowans Tour**

By Dean Platt

More than 125 persons registered at the annual summer meeting of the Iowa Nurserymen's Association, held in Shenandoah, Ia., August 25 and 26. The participants were from South Dakota, Minnesota, Illinois, Missouri, Kansas and Nebraska, as well as Iowa. The host nurseries were the Earl E. May Seed & Nursery Co., the Henry Field Co., Lake's Shenandoah Nurseries and Mount Arbor Nurseries.

On Thursday evening, August 25, more than 80 persons were entertained at the banquet held at the Legion Country Club. Since the whole program was planned on an informal basis, guests were free to roam about and visit with their friends and neighbors.

The following day, Mount Arbor Nurseries and Lake's Shenandoah Nurseries escorted the guests throughout their large fields and greenhouses. Particular interest was shown in some of the new plant material, and many questions were forthcoming regarding the mist propagation used by both organizations in the outdoor frames and in the greenhouses.

A few of the mail-order representatives visited Earl E. May Seed & Nursery Co., where they were shown the operations of the recently installed IBM equipment, which is replacing the ordinary system of record keeping. On one machine it is possible to write the orders, tabulate the sales, project sales estimates and keep inventory accounts. The sorting of inactive accounts is made much easier through the use of another machine which, in a matter of minutes, sorts the accounts according to area, type of purchases or whatever else is required. The machine can also be used for printing addresses, formerly done manually.

The host nurseries served a fine luncheon, after which many visitors availed themselves of the opportunity to see an exhibit of diggers, planters and sprayers.

DAVID F. GARDNER, Box 163, Wellsville, N. Y., has started his own nursery and landscape service after working several years for Land O'Trees Nursery, Williamsville, N. Y.

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ALL P&D ROSES are budded on a "Super Strain" Multiflora Root. This basic improvement in roses is exclusively ours after 20 years of development. It means bigger, better, hardier roses...less loss in handling...and greater customer satisfaction.



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- **2** EACH BUSH individually top-tied.

Two little extras that mean a lot.

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Comparison of MUSSER seedling (at right of picture) with an ordinary seedling.

#### SEEDLINGS AND TRANSPLANTS AT LOW QUANTITY PRICE

nursery assure superior stock.

Heavy Roots — Sturdy Tops,

assure rapid growth.

Per 100 Per 1000  • SPECIAL STRAIN SCOTCH PINE	• JAPANESE YEW
Very best Christmas tree strain.	Taxus cuspidata capitata
Grown from seed collected by our	2-yr., S., 3 to 6 ins. \$20.00
own men from selected parent	3-yr., S., 6 to 12 ins. 40.00 \$250.00
trees. Exceptionally healthy, sturdy,	Taxus cuspidata
straight-stemmed specimens, with	1-yr., T., 5 to 6 ins. 20.00 150.00
rich color.	2-yr., T., 8 to 12 ins. 40.00 350.00
2-yr., S., 4 to 8 ins. \$ 7.00 \$35.00	Taxus hicksi
MUGHO PINE	1-yr., T., 6 to 8 ins. 25.00 175.00
4-yr., S., 5 to 10 ins. 10.00 50.00	2-yr., T., 8 to 12 ins. 40.00 350.00
5-yr., T., 5 to 9 ins. 25.00	Taxus Moon's columnaris
. BLACK HILLS SPRUCE	1-yr., T., 4 to 6 ins. 25.00
3-yr., S., 4 to 8 ins. 8.00 40.00	Taxus browni
5-yr., T., 5 to 16 ins. 30.00 150.00	1-yr., T., 5 to 7 ins. 25.00 175.00
SERBIAN SPRUCE	2-yr., T., 6 to 10 ins. 40.00 350.00
3-yr., S., 4 to 8 ins. 12.00 60.00	Taxus hunnewelliana
3-yr., T., 4 to 8 ins. 20.00	2-yr., T., 8 to 12 ins. 40.00
NORWAY SPRUCE	Taxus hatfieldi and hicksi
Fast-growing. Special strain of our	TT., 15 to 20 ins150.00
own collection.	Field-grown. Sheared.
2-yr., S., 5 to 10 ins. 7.00 35.00	
5-yr., T., 8 to 12 ins. 30.00 150.00	JUNIPER HETZI GLAUCA
Excellent understock.	1-yr., T., 6 to 8 ins. 25.00 200.00
WHITE SPRUCE	GLOBE ARBORVITAE
3-yr., S., 8 to 12 ins. 8.00 40.00	Woodwardi
3-yr., T., 5 to 10 ins. 13.00 65.00	1-yr., T., 5 to 7 ins. 30.00 250.00
COLORADO BLUE SPRUCE	Hovey's
3-yr., S., 5 to 10 ins. 10.00 50.00	1-yr., T., 5 to 7 ins. 30.00 200.00
4-yr., T., 6 to 10 ins. 25.00 125.00	
DOUGLAS FIR	PYRAMIDAL ARBORVITAE—Compacta
3-yr., S., 8 to 12 ins. 10.00 50.00	1-yr., T., 5 to 7 ins. 25.00 200.00
AMERICAN ARBORVITAE	JAPANESE HOLLY
3-yr., S., 6 to 14 ins. 8.00 40.00	llex rotundifolia
. CANADIAN HEMLOCK	1-yr., T., 5 to 8 ins. 20.00 150.00
3-yr., S., 8 to 14 ins. 20.00 100.00	llex convexa
• RED BARBERRY	1-yr., T., 5 to 8 ins. 20.00 150.00
3-yr., S., 6 to 12 ins. 11.00 55.00	
4-yr., S., 12 to 18 ins. 16.00 80.00	NORWAY MAPLE
JUNIPER VIRGINIANA	2-yr., S., 9 to 18 ins. 15.00 75.00
2-yr., S., 8 to 16 ins. 10.00 50.00	WHITE DOGWOOD
4-yr., T., 8 to 12 ins. 16.00 80.00	2-yr., S., 18 to 24 ins. 15.00 75.00
	- 0 - 1

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# Nebraska Outing

By C. W. Andrews

Plumfield Nurseries, Inc., Fremont, Neb., was host for the summer meeting of the Nebraska Association of Nurserymen August 30. Mort Cooper, head of the landscape department at the nurseries and president of the state group, directed the day's activities.

Starting at 10 a. m., groups of the members were conducted about the nursery. Of special interest was the new lath house, where evergreens are being grown in 1-gallon corrugated cans. The firm's lath house facilities have been enlarged to 25,500 square feet, providing protection for the canned plants until they are well rooted.

The cold-storage rooms also attracted much attention, as many of the group expressed interest in building more and better storage facilities. Plumfield Nurseries, Inc., now has 28,646 cubic feet of cold-storage space and is presently increasing this amount by 5,000 square feet.

Irrigation facilities were observed by the nurserymen. While the area about Fremont has been experiencing a drought, the nursery has had adequate water supplies for its more than 300 acres of plantings.

#### Visitors

At noon, the visitors were served a ham dinner, courtesy of the host firm, after which Vernon Marshall, Arlington, Neb., president of the American Association of Nurserymen, reported on the Toronto convention. Glen Ilgenfritz, president of the Fremont chamber of commerce, presented a key to the city to Walter Morgenstern, Casper, Wyo., the visitor from the longest distance. Other out-of-state visitors included L. V. Gatewood, Leavenworth, Kan., president of the Kansas Association of Nurserymen, and J. V. Bailey, St. Paul, Minn., director for region IV of the A. A. N.

During a tour of the nursery fields in the afternoon, guests were shown approximately 10,000,000 forest tree seedlings, in addition to the firm's general line of landscape shrubs and evergreens. Refreshments were served at the main storage quarters for the weary and thirsty, while some visitors enjoyed pitching horseshoes.

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## FALL, 1955 — SPRING, 1956

Seedlings, etc.

Per	
Ables concolor, 3-yr., S., 6 to 8 ins	.00
	.00 \$ 35.00
	.00 50.00
Acer palmatum, 2-yr., transplanted understock 10	
Acer palmatum atropurpureum, 1-yr., S., 3 to 6 ins	
	.00
	$\begin{array}{ccc} .00 & 45.00 \\ .50 & 65.00 \end{array}$
Fagus sylvatica, 1-yr., S., 6 to 8 ins	.00 35.00
	.00 35.00
Oxydendrum arboreum, transplants, 8 to 12 ins	
	.00 35.00
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	.00 85.00
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	.00   45.00
3-yr., transplants, 6 to 8 ins	
	.50 60.00
*Pinus cembra, transplants, 3 to 6 ins	
	.00   35.00
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	.00   50.00
	.50 60.06
	.00 50.00
	.00   50.00
	00 40.00
	00 35.00
3-yr., S., 6 to 10 ins 6.	.00 50,00
4-yr. S. 12 to 18 ins	
Taxus capitata, 2-yr., S., 3 to 6 ins	
Taxus capitata, transplants, 3 to 6 ins	
Thuja orientalis, transplanted understock	50 $65.00$
Tsuga canadensis, 2-yr., S., 4 to 8 ins	00 50,00
Tsuga canadensis, transplants, 6 to 8 ins	
Tsuga caroliniana, 3-yr., S., 6 to 8 ins	
Viburnum lantana, 2-yr., S., 6 to 12 ins	00
Viburnum setigerum, 1-yr., S., 4 to 8 ins,	
Viburnum wrighti, 1-yr., S., 6 to 10 ins	00 75.00

#### Well-Established Cuttings from 21/4-in. Pots

Berberis verrueulosa   3.00   25.00     Chamaccyparis verno viridis   2.25   17.50     Chamaccyparis verno ve	
Chamaccyparis vernuculosa   2.00   25.00   Chamaccyparis gno viridis   2.25   17.50   Chamaccyparis filifera aurea   2.25   17.50   Taxus media hatfieldi   2.25   17.50   Taxus media henryi   2.25   17.50   Taxus media henryi   2.25   17.50   Taxus media hoon's   2.25   17.50   Taxus media henryi   2.25   17.50   Taxus media hoon's   2.25   17.50   T	117.50
Taxus media henryi   2.25   17.50   Chamaecyparis plumosa aurea   2.25   17.50   Eaklanthus campanulatus   2.25   17.50   Enklanthus campanulatus   2.25   17.50   Euonymus carrierei   2.25   17.50   Euonymus carrierei   2.25   17.50   Euonymus veretus   2.25   17.50   Ilex aufolium ciliata Major   4.50   40.00   Ilex crenata convexa   2.25   17.50   Ilex crenata helleri   2.25   17.50   Ilex crenata melrophylia   2.25   17.50   Ilex crenata mulerophylia   2.25   17.50   Ilex crenata mulerophylia   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex cornuta burfordi   4.50   40.00   Ilex glabra   2.25   17.50   Ilex cornuta burfordi   4.50   40.00   Ilex corn	17.50
Chamaecyparis fillfera aurea   2.25   17.50     Enkianthus campanulatus   2.25   17.50     Enkianthus campanulatus   2.25   17.50     Enonymus carrierei   2.25   17.50     Euonymus vegetus   2.25   17.50     Ilex aquifolium ciliata Major   4.50   40.00     Ilex crenata enleri   2.25   17.50     Ilex crenata microphylia   2.25   17.50     Ilex crenata microphylia   2.25   17.50     Ilex crenata rolundifolia   2.25   17.50     Ilex crenata rolundifolia   2.25   17.50     Ilex crenata rolundifolia   2.25   17.50     Ilex opaca   4 to 6 ins. in the following named varieties   4.50   40.00     Ilex opaca   4 to 6 ins. in the following named varieties   4.50   40.00     Arden	17.50
Taxus media Moon's   2.25   17.50   Eakkianthus campanulatus   2.25   17.50   Euonymus carrieret   2.25   17.50   Euonymus vergetus   2.25   17.50   Euonymus vergetus   2.25   17.50   Hex acrenata convexa   2.25   17.50   Hex crenata convexa   2.25   17.50   Hex crenata melerophylia   2.25   17.50   Hex crenata melerophylia   2.25   17.50   Hex crenata melerophylia   2.25   17.50   Hex cornuta burfordi   4.50   40.00   Hex glabra   2.25   17.50   Hex cornuta burfordi   4.50   40.00   Hex glabra   2.25   17.50   Hex cornuta burfordi   4.50   40.00   Hex glabra   2.25   17.50   Hex cornuta burfordi   4.50   40.00   Hex glabra   2.25   17.50   Hex cornuta burfordi   4.50   40.00   Christmas Tide   Clark   Manig   Compacta   Mercy Christmas Delia Bradley   Osa Paraga   Mercy Christmas   Osa Paraga   Mercy Christmas   Osa Paraga   Mercy Christmas   Osa Paraga   O	17.50
Columnaris   2.25   17.50	
Enkianthus campanulatus 2.25 17.50 Euonymus carrierel 2.25 17.50 Euonymus vegetus 2.25 17.50 Hex aquifolium cilinta Major 4.50 40.00 Hex crenata convexa 2.25 17.50 Hex crenata nelleri 2.25 17.50 Hex crenata microphylla 2.25 17.50 Hex cornuta burfordi 4.50 40.00 Hex glabra 2.25 17.50 Hex opaca, 4 to 6 ins. in the following named varieties) 4.50 40.00 Christmas Tide Clark Manig Compacta Mercy Christmas Delia Bradley Osa Paragea Suniperus depressa plumosa 2.25 17.50 Juniperus depressa plumosa 2.25 17.50 Juniperus depressa plumosa 2.25 17.50 Juniperus korizontalis Bar Harbor 2.25 17.50 Juniperus pfitzeriana nana 2.75 22.50 Juniperus spitzeriana 2.25 17.50 Juniperus spitzeriana nana 2.75 22.50 Juniperus spitzeriana nana 2.7	17.50
Euonymus carrierel   2.25   17.50     Euonymus vegetus   2.25   17.50     Iex aquifolium ciliata Major   4.50   40.00     Iex crenuta convexa   2.25   17.50     Iex crenuta nelieri   2.25   17.50     Iex crenuta mierophylia   2.25   17.50     Iex crenuta mierophylia   2.25   17.50     Iex crenuta mierophylia   2.25   17.50     Iex cornuta mierophylia   2.25   17.50     Iex gabara   2.25   17.50     Iex opaca   4 to 6 ins. in the following named varietics)   4.50   40.00     Arden   Joyce   Cheerful   Lake City     Christmas Tide   Manc     Clark   Mang     Clark   Mang     Cornus florida rubra Prosser   7.00     Lake City   Christmas     Delia Bradley   Osa     Bar Hardor   2.25   17.50     Juniperus depressa plumosa   2.25   17.50     Juniperus ghitzeriana   2.75   22.50     Juniperus pfitzeriana   2.75   22.50     Juniperus pfitzeriana nama   2.75   22.50     Juniperus pfitzeriana nama   2.75   22.50     Juniperus pfitzeriana nama   2.75   22.50     Mahonia bealel   2.50   20.00     Prints japonica   2.25   17.50     Rhododendron wilsoni   4.50   40.00     Rhododendron wilsoni   4.50   40.00     Rhododendron wilsoni   4.50   40.00     Rus papara   2.25   17.50     Cornus florida rubra Prosser   7.00     Cornus florida rubra   7.00     Cor	17,50
Enonymus vegetus   2.25   17.50   Hex anyifollum cillinta Major   4.50   40.00   Hex crenata convexa   2.25   17.50   Hex crenata helleri   2.25   17.50   Hex crenata microphylia   2.25   17.50   Hex crenata microphylia   2.25   17.50   Hex crenata microphylia   2.25   17.50   Hex cornuta burfordi   4.50   40.00   Hex gabra   2.25   17.50   Hex cornuta burfordi   4.50   40.00   Hex gabra   2.25   17.50   Hex cornuta burfordi   4.50   40.00   Hex gabra   4.50   40.00   Arden   Joyce   Cheerful   Lake City   Christmas Tide   Mue   Clark   Manig   Compacta   Merry Christmas   Delia Bradley   Osa   Farage   Sumperus depressa plumosa   2.25   17.50   Juniperus depressa plumosa   2.25   17.50   Juniperus depressa plumosa   2.25   17.50   Juniperus pfitzeriana   2.75   22.50   Mahonia bealel   2.50   20.00   Pieris juponica   2.25   17.50   Mahonia bealel   2.50   20.00   Pieris juponica   2.25   17.50   Mahonia bealel   2.50   20.00   Pieris juponica   2.25   17.50   Mahonia bealed   2.50   20.00   Pieris juponica   2.25   17.50   Mahonia bealed   2.50   20.00   Pieris juponica   2.75   2.50   Prunus laurocerasus   4.50   40.00   Rhododendron wilsoni	17.50
Howe type	
Thuja oecidentalis nigra   2.25	17.50
1	17.50
Ilex crenata microphylia	******
llex cerenata rotundifolia 2.25 17.50 llex cerenata rotundifolia 2.25 17.50 llex glabra 2.25 17.50 llex glabra 2.25 17.50 llex glabra 2.25 17.50 llex opaca, 4 to 6 ins. in the following named varieties) 4.50 40.00 Arden Joyce Cheerful Lake City Christmas Tide Mac Manig Christmas Tide Mac Manig Christmas Tide Mac Mery Christmas Delia Bradley Osa Mery Christmas Delia Bradley Osa Mery Christmas Delia Bradley Osa Uniperus depressa plumosa 2.25 17.50 Juniperus depressa plumosa 2.25 17.50 Juniperus glauca hetzi 2.25 17.50 Juniperus pfitzeriana 2.77 22.50 Juniperus pfitzeriana 2.77 22.50 Juniperus pfitzeriana anana 2.78 22.50 Juniperus pfitzeriana 1.278 22.50 Mahonia bealel 2.50 20.60 Prunus laurocerasus Schipkaensls 4.50 40.00 Rhododendron wilsoni 4.50 40.00 Rhododendron wilsoni 4.50 40.00 Rhododendron wilsoni 4.50 40.00 Racer palmatum dissectum Per 10 Per	
Rex cornuta burfordi	
Ilex glabra	
Rex opaca, 4 to 6 ins. in the following named varieties) 4.50   40.00   Arden   Joyce   Cheerful   Lake City   Christmas Tide   Clark   Manig   Cornus florida pendula   7.00   Cornus florida rubra   7.00   Juniperus depressa plumosa   2.25   17.50   Juniperus depressa plumosa   2.25   17.50   Juniperus depressa plumosa   2.25   17.50   Juniperus pfitzeriana   2.75   22.50   Juniperus depressa   2.75   2.50   Juniperus viegniana   2.00   Varieties: Atrosanguinea   2.00   Var	r 100
llex opaca, 4 to 6 ins. in the following named varieties) 4.50 40.00 Arden Cheerful Lake City Christmas Tide Mae Clark Manig Compacta Merry Christmas Delia Bradley Farage Uncle Tom Hex opaca mascula 4.50 40.00 Juniperus depressa plumosa 2.25 17.50 Juniperus depressa plumosa 2.25 17.50 Juniperus pfitzeriana 2.75 22.50 Juniperus pfitzeriana 2.75 22.50 Juniperus pfitzeriana anana 2.75 22.50 Juniperus pfitzeriana anana 2.75 22.50 Mahonia benlel 2.50 20.00 Pieris Juponica 2.25 17.50 Mahonia benlel 2.50 20.00 Rhododendron wilsoni 4.50 40.00 Rray security files and 2.75 2.75 2.75 2.75 2.75 2.75 2.75 2.75	75.00
Following named varieties   4.50   40.00	60.00
Arden   Cheerful   Lake City   Cornus florida rubra Prosser   7,00   Christmas Tide   Clark   Mae   Mang   Cornus kousa chinensis   7,00   Juniperus chinensis keteleren   7,00   Juniperus veripina   7,00   Junip	
Christmas Tide	60,00
Christmas Tide Mae Clark Manig Compacta Merry Christmas Delia Brudley Osa Parage Uncle Tom Hex opaca mascula 4.50 40.00 Juniperus depressa plumosa 2.25 17.50 Juniperus pritzeriana 2.75 22.50 Juniperus pritzeriana 2.75 22.50 Juniperus pritzeriana anana 2.75 22.50 Juniperus pritzeriana anana 2.75 22.50 Juniperus pritzeriana anana 2.75 22.50 Mahonia bealel 2.50 20.00 Pieris Japonica 2.25 17.50 Mahonia bealel 2.50 20.00 Pieris Japonica 3.25 Prunus laurocerasus schipkaensis 4.50 40.00 Rhododendron wilsoni 4.50 40.00 Rhododendron wilsoni 4.50 40.00 Rhododendron vilsoni 4.50 40.00 Rhododendron vilsoni 4.50 40.00 Cur selection of varieties.	60.00
Clark   Manig Computed   Merry Christmas   Merry Christmas   Computed   Merry Christmas   Computed   Merry Christmas   Computed   Merry Christmas   Merry Christmas   Computed   Merry Christmas   M	60.00
Compueta   Merry Christmas   Blue Haven   7,00	60.00
Delia Bradley	
Delia Bradley	60.00
Farnge	
Hex opaca mascula	60,00
Juniperus depressa plumosa 2,25   17,50   Juniperus gluuca hetzi   2,25   17,50   Juniperus horizontalis   Juniperus horizontalis   Juniperus pfitzeriana   2,25   17,50   Juniperus pfitzeriana   2,75   22,50   Juniperus pfitzeriana anna   2,75   2,75   Juniperus pfitzeriana anna   2,75   2,75   Juniperus pfitzeriana anna   2,75	
Juniperus glauca hetzi   2.25   17.50   Juniperus virginiana glauca   7.00   Juniperus horizontalis   8	60,00
Juniperus horizontalis	60.00
Bar Harbor   2.25   17.50   Apple), 1-yr., neto.   3.00     Juniperus pfitzeriana   2.75   22.50   1½ to 3 ft.   Varieties: Atrosanguinea,     Lonicera pileata   2.25   17.50     Mahonia bealel   2.50   20.00     Pieris Japonica   2.25   17.50     Prens Japonica   2.25   17.50     Pranus laurocerasus   4.50   40.00     Rhododendron wilsoni   4.50   40.00     Taxus baceata repandens   2.25   17.50     Current Prench Hybrid   18 to 24 ins.   3.00     Current Prench Hybrid   18 to 34 ins.   3.00     Current Prench Hybrid   18 to 24 ins.   3.00     Current Prench Hybrid   18 to 24 ins.   3.00     Current Prench Hybrid   18 to 34 ins.   3.00     Current Prench Hybrid   18 to 34 ins.   3.00     Current Prench Hybrid   18 to 34 ins.   3.00     Current Prench Hybrid   3.00   3.00	
10   10   10   10   10   10   10   10	
Varieties: Atrosanguinea   15,00   Varieties: Atrosanguinea   15,00   Varieties: Atrosanguinea   15,00   17,50   Varieties: Atrosanguinea   15,00   Varieties   15,00   Varieties   15,00   Varieties   15,00   Varieties   1	25.00
Conternation   Content	
All	
Minomin bearet   2.05	25.00
Preris Japonica 2.25 17.50 Syringa (French Hybrid Lilac), 1-yr., field, 18 c 24 ins. 3.00 Cur selection of varieties.	65.00
Trunks hardecrasus   4,50   40,00   Lilac), 1-yr., field,   18 to 24 ins.   3,00   Charles   2,25   17,50   Charles   2,25   17,50   Charles   2,25   Charles	00,00
Rhododendron wilsoni 4.50 40.00 18 to 24 ins. 3.00 Our selection of varieties.	
Taxus baccata repandens 2.25 17.50 Our selection of varieties.	25.00
Taxus baccata repandens 2.25 17.50 Thu la orientalis	20.00
Thula orientalis	
	20.00
Taxus cuspidata aurea 2.75 22.50 elegantissima 6.00	50.00
Taxus cuspidata capitata 2.75 22.50 Bedded Stock 2-yr. Transplants	
compacta 2.25 17.50 Hex convexa 4.00	35,00
	40.00
	40.00
taxus incuia prownt 2.50 trou Taxus densitorints 3.50	

\*Five-needle pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee.

#### Due to handling costs, orders for less than \$5.00 cannot be accepted

#### TERMS

Prices in this list are net cash F.O.B. Mountain View, N. J., but the usual terms will be extended to those of established credit. No goods sent C.O.D. unless 25% of amount is sent with order. Five of one kind will be billed at the 10 rate; 25 at the 100 rate; 250 at the 1000 rate. From those not acquainted with our stock, a trial order will be appreciated. Packing extra at cost.

## HESS' NURSERIES

## MOUNTAIN VIEW, N. J.

### COMING EVENTS

#### MEETING CALENDAR

October 21 to 23, Texas Rose Festival. Tyler, Tex.

October 21 to 24, Florida Nurserymen and Growers Association, annual meeting and trade show, San Juan hotel, Orlando, Fla.

October 24 to 26, annual convention and national flower show, American Rose Society, Tyler, Tex.

November 20 to 22, New Jersey Federation of Shade Tree Commissions, in conjunction with the Arborist Association of New Jersey and the New Jersey Society of Certified Tree Experts, 30th annual meeting, Hotel Traymore, Atlantic City, N. J.

#### CHAFER ORDER EXEMPTION

Federal quarantine 77, set up for the control of the European chafer, became effective September 1, the regulated areas being the same as given in the report of the proposed quarantine in the September 1 issue of the American Nurseryman. At the time the order became effective, administrative instructions were also issued exempting certain items among the regulated articles from specified certification requirements affecting their movement when they have not been exposed to infestation. These exempted articles are as fol-

(a) Seeds and cones.

Per 10 Per 100

(b) True bulbs, corms and tubers, when dormant, except for storage growth, and when free from soil.

(c) Single dahlia tubers or small dahlia root divisions when free from stems, cavities and soil. (Dahlia tubers, other than single tubers or small root divisions meeting these conditions, require certification.)

(d) Plants when growing exclusively in osmunda fiber.

(e) Trailing arbutus, or Mayflower (Epigaea repens), plants or parts thereof, when free from soil.

(f) Moss, club moss and ground pine or running pine plants or parts thereof, when free from soil.

(g) Soil-free aquatic plants.

(h) Soil-free plant cuttings without roots.

(i) Soil - free rooted cuttings, which, at the time of shipment, have not developed a root system sufficient to conceal larvae of the European chafer.

KEN COY, R. R. Box No. 385, Valley Station, Ky., is starting a landscape business and eventually plans to have his own nursery.

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# **DU PONT** URAMITE

...the new nitrogen with built-in control



FOR NURSERY STOCK

One application of "Uramite" assures nursery stock a full season of steady, uniform growth.



FOR GREENHOUSE PLANTS

With "Uramite" it's possible to control growth, as well as produce hardy, more compact ornamentals.



"Uramite" improves density and color of turf grass and heavier-than-normal applications won't cause burning.

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It releases nitrogen slowly, in just the right amounts for best growth. Promotes steady, uniform growth for 6 months or longer.

"Uramite" is highly concentrated-38% nitrogen.

This means a saving in labor-because 100 pounds of "Uramite" furnishes nitrogen equivalent to 400-700 pounds of ordinary fertilizer.

"Uramite" is clean, odorless and free-flowing.

It's easy to handle and spread-leaves no residue. And "Uramite" can always give full nitrogen value, because it doesn't leach.

"Uramite" offers high safety factor to plants.

If, by accident, you apply two or three times more than you should, "Uramite" still doesn't overstimulate or burn turf grass or ornamentals.



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# **POTTED LINERS**

P	er 100	Per 1000
Ilex crenata bullata, I-yr., 21/4-in. rose pot, 4 to 6 ins	20.00	\$180.00
Ilex crenata bullata, 2-yr., 21/4-in. rose pot, 4 to 8 ins	25.00	240.00
Ilex crenata hetzi, I-yr., 21/4-in. rose pot, 4 to 6 ins	20.00	180.00
llex crenata rotundifolia, I-yr., 21/4-in. rose pot, 4 to 6 ins	20.00	180.00
Ilex crenata rotundifolia, 2-yr., 21/4-in. rose pot, 4 to 8 ins	24.00	220.00
Ilex crenata Stokes Pat. 887, 2-yr., 21/4-in, rose pot, 2 to 4 ins	35.00	300.00
	20.00	180.00
	24.00	220.00
Juniperus Andorra compacta, 1-yr., 21/4-in. rose pot, 4 to 6 ins	20.00	180.00
Juniperus chinensis pfitzeriana, 1-yr., 21/4-in. rose pot, 4 to 6 ins	25.00	225.00
Juniperus chinensis pfitzeriana glauca, I-yr., 2 <sup>1</sup> / <sub>4</sub> -in. rose pot, 4 to 6 ins.	27.50	250.00
Juniperus chinensis pfitzeriana glauca, 2-yr., 21/4-in. rose pot,		
	30.00	275.00
Juniperus glauca hetzi, 1-yr., 21/4-in. rose pot, 4 to 6 ins	20.00	180.00
Juniperus glauca hetzi, 2-yr., 21/4-in. rose pot, 6 to 8 ins	27.50	250.00
Juniperus Irish fastigiata, I-yr., 21/4-in. rose pot, 4 to 6 ins.	20.00	180.00
Taxus baccata repandens, 1-yr., 21/4-in. rose pots, 3 to 5 ins	25.00	230.00
Taxus cuspidata, 1-yr., 21/4-in. rose pot, 4 to 6 ins	18.00	170.00
Taxus cuspidata capitata, seedling-grown, 3-yr., 21/4-in. rose pot, 3 to 6 ins.	22.50	200.00
Taxus cuspidata capitata, seedling-grown, 3-yr., 21/4-in. rose pot,	27.50	250.00
	20.00	180.00
	18.00	170.00
	24.00	220.00
	18.00	170.00
	24.00	220.00
	18.00	170.00
	24.00	220.00
	20.00	180.00
	20.00	180.00
	25.00	230.00
	20.00	180.00
Taxus media hicksi, 1-yr., 21/4-in. rose pot, 4 to 6 ins	18.00	170.00
Taxus media hicksi, 2-yr., 21/4-in. rose pot, 5 to 12 ins	24.00	220.00
Taxus media Moon's, I-yr., 21/4-in. rose pot, 4 to 6 ins.	18.00	170.00
Taxus media thayerae, I-yr., 21/4-in. rose pot, 4 to 6 ins.	18.00	170.00
Taxus media wardi, I-yr., 21/4-in. rose pot, 4 to 6 ins	22.50	200.00
Taxus media wellesleyana, 1-yr., 21/4-in. rose pots, 4 to 6 ins	8.00	170.00
Thuja Douglas Golden, 1-yr., 21/4-in. rose pot, 4 to 6 ins	20.00	180.00
Thuja occidentalis elegantissima, 1-yr., 21/4-in. rose pot, 4 to 6 ins 2	20.00	180.00
Thuja occidentalis globe, I-yr., 21/4-in. rose pot, 4 to 6 ins	0.00	180.00
Thuja occidentalis pyramidalis, 1-yr., 21/4-in. rose pot, 4 to 6 ins	8.00	170.00
Thuja occidentalis, Siberian, I-yr., 21/4-in. rose pot, 4 to 6 ins I	8.00	170.00
Thuja occidentalis Wintergreen Hetz, I-yr., 21/4-in. rose pot,		
	5.00	*****
Thuja occidentalis woodwardi, 1-yr., 21/4-in. rose pot, 4 to 6 ins I	8.00	170.00

Taxus capitata, seedling-grown, 2-yr., 3 to 6 ins. . . . . . . . \$10.00 \$90.00

The above only a partial list of our potted lining-out stock.

We also grow seedlings and field liners. A complete catalog on request.

## HEASLEY'S NURSERIES Freeport Rd. BUTLER, PA.

### COVER ILLUSTRATION

#### Taxus Media Browni

While it is difficult to select a few of the more than 100 types of yews as being the best, I should definitely classify Taxus media browni—Brown Anglo-Jap yew—as one of the best of the yews in the trade today. This statement is based on the facts that it is a good grower, maintains a uniform shape, has a good dark green foliage and can be easily restrained or modified by limited pruning.

The Brown Anglo-Jap yew is a compact, broad columnar form, becoming somewhat more widely spreading with age. The branchlets are olive-green to brown when exposed to full sun and mostly ascending.

The leaves are relatively small, comparatively thin, glossy dark green, but reddish-brown on the tips of new shoots. The needles are arranged in a deep "V" on the spreading branchlets, but are more radially arranged on the vertical shoots.

This clone is staminate and consequently sets no fruit.

As with the yews as a group, the Brown yew does best in good, well-drained soil. Good drainage is important. This clone will do well in sun or shade. It is not quite so hardy as some of the other yews, and since it makes early growth in the spring, some shoot injury may result from late frosts. This clone is susceptible to the same insects as the other yews, but is no more susceptible. Propagation is by semimature to mature wood cuttings, but some growers experience difficulty rooting high percentages.

The Brown Anglo-Jap yew can be restrained easily by pruning. If pruning is started when the plants are small, they can be restrained to a low edging or hedge 10 to 12 inches high and less in width. The plants also make an excellent hedge to three or four feet.

The Brown Anglo-Jap yew makes an excellent small specimen plant, is satisfactory for foundation planting, for beds and borders and, as mentioned, is highly satisfactory as an edging or hedge plant. L. C. C.

STANLEY R. GRANT, Box 213, Hollywood, Fla., is starting a garden supply shop and retail nursery. The nursery will be located at 500 South State road No. 7, West Hollywood.

# OREST NURSERY CO., Inc.

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All stock listed below nursery-grown only. Collected stock quoted only on request. A. A. N. grading standards strictly adhered to.

#### HARDY DECIDUOUS FLOWERING SHRUBS

יייייייייייייייייייייייייייייייייייייי	J 120 W ZIIII C DIIII C D	
Per 10 Per 100 Per 100	Per 10 Per 100 Per 1000	)
CYDONIA IAPONICA RUBRA (Japanese Quince)	HYDRANGEA PANICULATA GRANDIFLORA	
True upright red, nonfruiting	(Peegee Hydrangea)	
4 to 6 ins., C., L.O	4 to 6 ins., 1-yr., C \$ .70 \$ 4.50 \$ 40.00	
6 to 12 ins., C 1.50 10.00 80.0	6 to 12 ins. 1-vr. C	
12 to 18 ins., C. 1.75 12.50 100.0	12 to 18 ins. 1-vr. C	
18 to 24 ins C 2.00 15.00 125.00	12 to 18 ins., 2-yr., well-br 2.00 15.00 125.00	
18 to 24 ins., C. 2.00 15.00 125.0 12 to 18 ins., 2-yr., 3 br. and up 3.00 25.00 225.0 18 to 24 ins., 2-yr., 3 br. and up 4.00 35.00 300.0	18 to 24 ins. Z-vr. well-br 2.30 20.00 173.00	
18 to 24 ins. 2-yr. 3 br. and up 4.00 35.00 300.00	Z to 3 ft., Z-yr., well-br 3.30 30.00 230.00	a.
2 to 3 ft., 2-yr., 3 br. and up 5.00 45.00 400.00	HYDRANGEA QUERCIFOLIA	
E 10 1 111 2 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 211 1 2	(Oak-leaved Hydrangea) 12 to 15 ins., T., br	
HONEYSUCKLE	12 to 15 ins., T., br. 4.30 40.00	
10% discount on 10.000 lots. Wire or phone for special quota	10 10 10 110.	
tions on larger quantities. EXTRA-SPECIAL QUOTATIONS ON	24 to 30 ins. T. 4 comes and up	
	24 to 30 ins., T., 4 canes and up	
ROW-RUN 1 AND 2-YR.	PHILADELPHUS CORONARIUS	
LONICERA BELLA ALBIDA	(Sweet Mock Orange)	
(White-flowering Honeysuckle)	L.O., field-grown, 1 and 2 br	
LONICERA MORROWI	6 to 12 ins., 1-yr., C	
(White-flowering Honeysuckle)	12 to 18 ins., 1-yr., C	
LONICERA TATARICA ROSEA	19 to 18 inc. 2 vs. 3 br. and up. 1.25 9.30 90.00	
(Pink-flowering Honeysuckle)	18 to 24 ins., 2-yr., 3 br. and up 2.00 15.00 125.00 2 to 3 ft., 4 br. and up 2.50 20.00 150.00	
LONICERA TATARICA RUBRA	2 to 3 ft., 4 br. and up 2.50 25.00 175.00 3 to 4 ft. T. 3.00 25.00 175.00	
(Pink-flowering Honeysuckle)	(Special quotations on large quantities.)	,
4 to 6 ins. C. L.O. 2.50 20.00 6 to 12 ins. C. L.O. 3.00 25.01 12 to 18 ins. C. L.O. 3.00 25.01 18 to 24 ins. C. L.O. 4.00 35.00		)
12 to 18 ins. C. L.O. 3.50 30.00	2.0., 11010 910 111	
18 to 24 ins C LO 4.00 35.00	12 to 18 ins. C. 5.50 35.00	
6 to 12 ins., hedging, 3 br. and up60 4.50 40.00	9 to 12 ins. hedging 5.50 40.00	
12 to 18 ins., hedging, 3 br. and up75 5.50 50.00	9 to 12 ins., hedging 5.50 40.00 12 to 18 ins., hedging 1.00 7.50 60.00	
18 to 24 ins., hedging, 3 br. and up 1.00 7.50 60.00	18 to 24 ins., hedging 1.25 9.00 75.00	
12 to 18 ins., 2-yr., T., well-br 1.00 7.50 60.00	12 to 18 ins., well-br. 1.50 10.00 90.00	
12 to 18 ins., 2-yr., T., well-br. 1.00 7.50 60.00 18 to 24 ins., 2-yr., T., well-br. 1.50 12.50 90.00		
2 to 3 ft., 2-yr., T., well-br 2.00 17.50 150.00	2 to 3 ft., well-br 2.50 20.00 175.00	,
DADECH HAT	CHERT MEETS	
FOREST AND	SUUDE INFES	

FOR	EST	AND	SHADE TREES	
	10 Per 100		Per 10 Per 1	100 Per 1000
(Silver Maple)	10 101100	1 01 1000	GLEDITSIA TRIACANTHOS (Honey Locust)	
6 to 12 ins. S.	\$ 1.25		GLEDITSIA TRIACANTHOS INERMIS (Thornless Honey	.00 \$ 8.00
12 to 18 ins., S	1.75	15.00	4 to 6 ins., S	25 10.00
IB to 24 ins., S.	2.25	20.00 25.00		.00 15.00
2 to 3 ft., S. 3 to 4 ft., S., 2-yr.	3.75	35.00	18 to 24 ins., S	50 20.00
4 to 5 ft., S., 2-yr.	5.50	50.00	2 to 3 ft . S	.00 25.00
4 to 5 ft. T. well-br. tops	.00 40.00	350.00	3 to 4 ft., S.	.50 30.00
5 to 6 ft., T., well-br. tops	.50 60.00		LIQUIDAMBAR STYRACIFLUA (Sweet Gum)	50 40.00
6 to 8 ft., T., well-br. tops	.00 80.00			00.00
8 to 10 ft., T., well-br. tops	.00 125.00	1000.00	12 to 18 ins., 5. 1.50 10.	
6 to 12 ins., 5	.00 7.00	60.00	PLATANUS OCCIDENTALIS	-
12 to 18 ins., S.	.25 10.00	90.00	(American Plane Tree)	
18 to 24 ins., 5.	.50 12.50		6 to 12 ins., S	.50 10.00
2 to 3 ft., S	.75 15.00	125.00		00 15.00 50 22.50
3 to 4 ft., S 5.	.00 40.00		18 to 24 ins. S	.50 22.50 .00 35.00
4 to 5 ft., S	.00 50.00			00 45.00
ALBIZZIA JULIBRISSIN (Mimosa Tree)	.50 3.50	25.00	4 10 5 14 5 2 2 2	50 60.00
	.85 4.00	35.00	4 to 5 ft., T. well-br. 7.50 50. 5 to 6 ft., T., well-br. 10.00 60.	
18 to 24 ins., S.	.00 6.00		5 to 6 ft. T., well-br. 10.00 60.	
2 to 3 ft. S	.25 7.00		6 to 8 tt., T., well-br. 12.30 75.	.00
2 to 3 ft., S. 3 to 4 ft., S., 3-yr.	.50 20.00		TAXODIUM DISTICHUM (Bald Cypress)	
4 to 5 ft. S. 3-vr.	.00 35.00	*****		.00
CERCIS CANADENSIS (American Redbud)	40 1 20	12.50	12 to 18 ins. 1.50 10.	00
4 to 6 ins., S.	.40 1.50 .50 1.75	15.00	18 to 24 ins. 1.75 15. 2 to 3 ft 2.50 20.	
	.60 2.25	20.00	3 to 4 ft. 3.00 25.	
18 to 24 ins., S.	.75 3.25	30.00	4 to 5 ft. 3.50 3n.	
2 to 3 ft S	.90 4.50	45.00	5 to 6 ft. 5.00 40.	.00
3 to 4 ft S	.00 8.00	75.00	ULMUS AMERICANA	
3 to 4 ft., T., br. 4. to 5 ft., T., br. 6. 5 to 6 ft., T., br. 8.	.00 35.00	300.00	(American Elm)	50 10.00
4 to 5 ft., T., br 6.	.00 50.00	400.00 650.00	6 to 12 ins., S	00 15.00
5 to 6 ft., T., br. 6. 6 to 8 ft., T., br. 12.	.50 75.00 .50 100.00	900.00		50 20.00
(Special quotations on large quantities.)	.50 100.00	300.00	2 to 3 ft. S	50 30.00
CORNUS FLORIDA RUBRA (Pink Dogwood)			ULMUS PUMILA (Chinese Elm)	
12 to 18 ins	.00 75.00	650.00	6 to 12 inc E	50 10.00
18 to 24 ins	.00 100.00	950.00	12 to 18 ins. S	00 15.00
24 to 30 ins	.50 125.00		18 to 24 ins., S	00 20.00
30 to 36 ins	.50 150.00		2 to 3 ft. S	00 30.00 50 60.00
3 to 4 ft	.00 200.00 .50 400.00	*****	5 to 6 ft., S. 1.25 10.	
4 to 5 ft. 42. (Add 50c per plant for B&B.)	.00.00	*****	3 to 0 H., 5 100	
FRAXINUS AMERICANA (White Ash)			DOORD LESSEED SURDAN	CENC
FRAXINUS LANCEOLATA (Green Ash)			BROAD-LEAVED EVERGR	FFU2
6 to 12 ins S	1.00			
12 to 18 ins., S.	1.50		ABELIA GRANDIFLORA (Glossy Abelia) 18 to 24 ins T 3-vr well-br 5.00 40.	00
19 to 24 inc E	2.50	20.00	18 to 24 ins T 3-vr well-br 5.00 40.	OU

ABELIA GRANDIFLORA (Glossy Abelia) 18 to 24 ins., T., 3-yr., well-br., 2 to 3 ft., T., 3-yr., well-br., heavy 3 to 4 ft., T., 3-yr., well-br., heavy	5.00 10.00 15.00	40.00 75.00 125.00	
(Add 25e nor plant for B&B )			

2.50 3.00 4.00 5.00 40.00 EVERGREENS: We also have a large assortment of finished evergreens, both coniferous and broad-leaved. Write for attractive quotations on BIOTA, THUJA, JUNIPERUS, HEMLOCK, EUONYMUS, ILEX and others. Complete wholesale price list now ready. Write for your copy today.

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## **POTTED LINERS**

	SHE	RUBS	Each
BARBERRY, mentorensis, 2 % -in. pots		per 10	0 per 1000
CALLICARPA			
forsythia (Golden Bell)			.13
fortunel, 2-in nots			7 .17
intermedia spectabilis, 2-in.	pots		7 .17
Ovaca, 2-III, pots			7 .13
Lynwood Gold, 2-in, pots			
HYPERICUM (St. John's-Wort	)		
Hideote 2-in note			
KOLKWITZIA (Beauty Bush)			
amabilis, 2-in. pots			0 .17
LONICERA (Honeysuckle) korolkowi floribunda, 2-in. pe	ots		0 .17
morrowi, 2-in. pots			7 .15
morrowi, 2-in. pots			7 .13
lemoinel Avalanche, 2-in no	ze)		0 .17
lemoinel Avalanche, 2-in. po- lemoinel Enchantment, 2-in.	pots		0 .17
virginalis, 2-in. pots		d	7 .15
opulifolius panus, 2-in pots			7 .15
PRUNUS glandulosa (Flowering	g Almond)		
rosea, 2-in. pots			0 .17
SALIX discolor, 2 ½-in. pots			7 .15
SAMBUCUS (Elder)			
canadensis aurea, 2 1/2 - in. pots	8		7 .15
SPIRAEA			0 .17
Anthony Waterer, 2-in. pots	********		7 .15
froebell, 2-in. pots			7 .15
Japonica coccinea, 2-in. pots		9	0 .17 5 .20
thunbergi, 2-in, nots			7 .15
VIBURNUM			
opulus, 2 1/4 - in. pots			7 .15
opulus sterile, 2 ½-in. pots	********		,15
	VIN	IES	
CELASTRUS (Bittersweet)			
scandens, 2-in. pots	*** * * * * * * * *		1 .15
fortunel coloratus, 3-in. pots			.25
fortunel coloratus, 2-in. pots			.15
LONICERA (Honeysuckle)			3 .12
Japonica halliana, 2-in, pots . Japonica, purple-leaved, 2-in.	nots		1 .15
sempervirens magnifica, 2-in.	pots		.17
sempervirens, yellow, 2-in. po			
tellmanniana, red gold, 2-in.	pots		.17
SHADE AN	ID ORN	AMENTAL TREES	
	Each	ULMUS (Elm) Each	Each
and and a factorial and a fact		per 100	per 1000
	per 1000 80.20	Buisman, 2-in. pots \$0,50	
ginnala, 3-in. pots\$0.25	.15	SELKOVA serrata, 2½-in, pots	
ginnala, 2-in. pots17	. 5 (3)	BCTTM480 6 72 -111, DOC29	,
	EVERG		, , ,
	EVERG	REENS	
JUNIPERUS Each	EVERG Each	REENS JUNIPERUS—Continued Each	Each
JUNIPERUS Each per 100	EVERG	REENS JUNIPERUS—Continued Each sabina per 100 2 ¼ -in, pots \$0.20	Each per 1000
JUNIPERUS Each per 100 hetzi glauca 2 ½-in, pots, 2-yr80,30	EVERG Each per 1000	REENS JUNIPERUS—Continued Each sabina per 100 2½-in, pots	Each per 1000 \$0.17
JUNIPERUS Each per 100	EVERG Each per 1000	REENS   JUNIPERUS Continued Each   sabina   per 100   2½ -ln. pots   sabina tamariseifolia   2½ -ln. pots   .24	Each per 1000 \$0.17
JUNIPERUS Each per 100 hetzl glauca 2 ½-1n, pots, 2-yr \$6.30 2 ½-1n, pots29 hortzontalis plumosa (Andorra	EVERG Each per 1000 \$0.25 .17	REENS   JUNIPERUS Continued Each   sabina   per 100   2½ -ln. pots   sabina tamarise folia   2½ -ln. pots   2-ln. pots   2	Each per 1000 \$0.17
	EACH per 1000	REENS JUNIPERUS—Continued Each sabina per 100 2% in, pots \$0.26 sabina tamariseifolia 2% in, pots	Each per 1000 \$0.17
	EVERG  Each per 1000  80.25 .17 a) .17	REENS   JUNIPERUS Continued Each sabina per 100	Each per 1000 \$0.17
	EACH per 1000 \$0.25 .17 a) .17	### REENS  JUNIPERUS—Continued Each sabina per 100 2½—1n. pots ### 80.25 sabina tamariseifolia 2½—1n. pots 24 sabina vonehron 2½—1n. pots 2.77 2½—1n. pots 2.77 2½—1n. pots 2.77 2½—1n. pots 2.77 EVERGREENS	Each per 1000 \$0.17
JUNIPERUS   Each	EVERG Each per 1000 \$0.25 .17 a) .17  LEAVED	### REENS  JUNIPERUS—Continued Each sabina per 100 2¼-in. pots	Each per 1000 \$9.17 .17 .25 .17
	EVERG Each per 1000 \$0.25 .17 a) .17  LEAVED	REENS JUNIPERUS—Continued Each sabina per 100 244-in. pots	Each per 1000 \$0.17
JUNIPERUS  betzi glauca 2 ½-in. pots, 2-yr \$0.30 2 ¼-in. pots 20 borizontalis plumosa (Andorre 2 ¼-in. pots 20  BROAD- EUONYMUS  fortunel coloratus 3-in. pots \$0.30	EVERG  Each per 1000  \$0.25 .17 a) .17  LEAVED Each per 1000  \$0.25	REENS JUNIPERUS—Continued Each sabina per 100 2½-in. pots	Each per 1000 \$0.17
JUNIPERUS   Each	EVERG  Each per 1000  \$0.25 .17 a) .17  LEAVED  Each per 1000	REENS JUNIPERUS—Continued Each sabina per 100 2¼-in, pots \$0.2½-in, pots 24 sabina tamarisefolia 2½-in, pots 24 sabina vonebron 2½-in, pots, 2-yr 33 2¼-in, pots 25 EVERGREENS EUONYMUS—Continued Each per 100 fortunel, upright 2-in, pots \$0.25	Each per 1000 \$0.17
JUNIPERUS  betzi glauca 2 ½-in. pots, 2-yr \$0.30 2 ¼-in. pots 20 borizontalis plumosa (Andorre 2 ¼-in. pots 20  BROAD- EUONYMUS  fortunel coloratus 3-in. pots \$0.30	EVERG  Each per 1000  \$0.25 .17 a) .17  LEAVED Each per 1000  \$0.25	REENS JUNIPERUS—Continued Each sabina per 100 2½-in. pots	Each per 1000 \$0.17

Send for Complete List of Lining-out Stock

## THE WILLIS NURSERY CO.

"Your Wholesale Nurserymen"
OTTAWA, KAN.

#### MEETING WITH FHA OFFICIALS

With the increase in home building and the rising costs of construction, nurserymen are becoming more critical of the landscaping of FHA-financed homes. Under the present setup, contractors are alleged not to be spending the allocation for landscaping as provided in their commitments under FHA. Second, the provisions for landscaping under FHA financing are not enough in comparison to the value of the property and the other improvements already installed.

To discuss frankly the lot-improvement requirements on single-unit homes on a national scale, a meeting of FHA officials and representatives of the nursery industry, the home builders, the landscape architects, engineers, architects, lending groups such as mortgage companies, and the seed trade has been proposed for the first week in October.

#### LILY SOCIETY OFFICERS

The following officers of the North American Lily Society were elected at the annual meeting held at Boston, Mass., recently: President, Dr. L. H. MacDaniels, Ithaca, N. Y.; vice-president for Canada, Charles A. Best, Georgetown, Ont.; vice-president for the United States, Dr. Norma E. Pfieffer, Yonkers, N. Y.; secretary, Mrs. Marie E. Rowell, Minneapolis, Minn., and treasurer, P. M. Byam, Toronto, Ont.

Elected directors were LaVern N. Freemann, Bellingham, Wash.; William C. Horsford, Charlotte, Vt.; John Pickarts, Sumner, Wash.; George E. Holland, Toronto; Arno Nehrling, Boston, Mass.; Mrs. R. O. Bradbury, Vancouver, Wash.; James R. Farrar, Sebastopol, Calif., and Norman Deno, State College, Pa.

By an amendment to the bylaws adopted at this meeting, these officers and directors took office immediately.

Arno H. Nehrling, retiring president, announced at this meeting that the membership was about 1,000 and growing constantly.

Dr. George L. Slate, Geneva, N. Y., editor of the N. A. L. S. Yearbook, and Mrs. Clara Bangs, Grand Island, Neb., round robin chairmen, were elected to life membership in the society in recognition of their services.

WILLIAM E. MORRIS, 115 Martin lane, Wilmington, Del., recently started a wholesale grass nursery on which he will grow U3 Bermuda grass. AN

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## ROOT-PRUNED AND TRANSPLANTED EVERGREENS

25 at 100 rate; 250 at 1000 rate.

TERMS: As per our published list which includes satisfactory credit or cash with order. NO C.O.D.

### YOU WILL LIKE OUR PLANTS

	.00	****	LINE	OUR PLANTS		
	Each	Each	Each	Each	Each	Each
	Per	Per	Per	PICEA PUNGENS GLAUCA Per	Per	Per
	10	100	1000	(Colorado Blue Spruce) 10	100	1000
ABIES CONCOLOR (Concolor F	ir)				\$0.30	\$0.25
2000 9 to 12 ins., R.P.	\$0.30	\$0.25	\$0.20	1000 6 to 9 ins., TT		.20
2000 6 to 9 ins., R.P.	20	.15	.12	PICEA EXCELSA (Norway Spruce)		
2000 4 to 6 ins., R.P.	.13	.10	.08	1000 12 to 15 ins., R.P	.18	.15
600 12 to 15 ins., TTT.		.60	.50	1000 9 to 12 ins., R.P		.08
500 9 to 12 ins., TTT.		.45	.40	1000 6 to 9 ins., R.P		.05
ABIES DOUGLASI (Douglas Fir)				2000 9 to 12 ins., TTT		.20
1000 12 to 15 ins., R.P.	.25	.20	.15	PINUS BANKSIANA (Jack Pine)		
3000 9 to 12 ins., R.P.		.15	.12	1000 18 to 24 ins., R.P	.25	.20
2000 6 to 9 ins., R.P.		.09	.07	PINUS EDULIS (Nut Pinyon Pine)		
JUNIPERUS ANDORRA PLUMO		.07	.07	500 12 to 15 ins., R.P	.18	.15
(Andorra Juniper)	JAN			500 9 to 12 ins., R.P		.10
1000 12 to 15 ins., TTT	75	70	45	500 6 to 9 ins., R.P	.08	.06
		.70	.65	PINUS MUGHUS (Mugho Pine), dwarf		
1000 9 to 12 ins., TTT		.55	.50	500 12 to 15 ins., TTT 1.25	1.15	1.00
JUNIPERUS HETZI (Hetz Blue Ju		1.00	00	PINUS NIGRA (Austrian Pine)	1.10	1.00
400 15 to 18 ins., TTT.		1.00	.90	10,000 12 to 18 ins., R.P30	.25	.20
1000 12 to 15 ins., TTT.		.80	.75	15,000 9 to 12 ins., R.P	.10	.08
500 9 to 12 ins., TTT.		.60	.55	10,000 6 to 9 ins., R.P	.07	.05
JUNIPERUS HIBERNICA FASTIC	JIAIA			PINUS PONDEROSA (Bull Pine	.07	.00
(Irish Juniper)	10	rr	FO	or Western Yellow Pine)		
500 12 to 15 ins., TTT.		.55	.50	10,000 12 to 18 ins., R.P30	.25	.20
500 9 to 12 ins., TTT.		.45	.40	15,000 9 to 12 ins., R.P	.10	.08
JUNIPERUS JAPONICA PROCL	MBEN	2		10,000 6 to 9 ins., R.P		.05
(Japanese Creeping Juniper)	10		50	PINUS STROBUS	.07	.00
100 9 to 12 ins., TTT.		.55	.50			
JUNIPERUS KOSTERI (Koster Jul		75	70	(Northern White Pine)	.10	.08
400 12 to 15 ins., TTT.		.75	.70	term of the transfer of the tr	.08	.06
100 6 to 9 ins., TT.	. 45	.40	.35	1000 6 to 9 ins., R.P	.00	.00
JUNIPERUS PFITZERIANA				THUJA OCCIDENTALIS		
(Pfitzer Juniper)				PYRAMIDALIS (Pyramidal Arborvitae)	1.10	1.00
1000 15 to 18 ins., TTT.		1.00	.90	300 18 to 24 ins., TTT., heavy. 1.25	1.10	1.00
7000 12 to 15 ins., TTT.		.80	.75	300 9 to 12 ins., TTT	.45	.40
4000 9 to 12 ins., TTT.		.60	.55	THUJA OCCIDENTALIS		
3000 6 to 9 ins., TT.		.40	.35	WOODWARDI (Woodward Globe)	00	75
JUNIPERUS PFITZERIANA AUR	EA			400 12 to 15 ins., TTT	.80	.75
(Gold Tip Pfitzer)			7-	3000 9 to 12 ins., TTT	.45	.40
200 12 to 15 ins., TTT.		.80	.75	500 6 to 9 ins., TTT40	.35	.30
200 6 to 9 ins., TT.		.40	.35	THUJA ORIENTALIS COMPACTA		
JUNIPERUS SABINA (Savin Junip		1.00	00	(Chinese Arborvitae)		
500 15 to 18 ins., TTT.		1.00	.90	1000 9 to 12 ins., R.P.,	17	
5000 12 to 15 ins., TTT.		.80	.75	every plant is compact	.17	.15
3000 9 to 12 ins., TTT.		.60	.55	1000 6 to 9 ins., R.P.,		
1000 6 to 9 ins., TT.	.45	.40	.35	every plant is compact	.12	.10
JUNIPERUS VIRGINIANA				POTTED AND CANNED EVE	CDE	ENG
(Eastern Red Cedar)		F0	45	POTTED AND CANNED EVE		
2 to 3 ft., R.P.	55		.45		Each	
18 to 24 ins., R.P.						Per
9 to 12 ins., R.P.		.13	.10	EUONYMUS ALATUS COMPACTUS	10	100
6 to 9 ins., R.P.		.08	.06	200 1-gal. cans, 12 to 15 ins.		-
2 to 3 ft., TTT.		.85	.75	500 4-in. pots, 9 to 12 ins	85	.75
18 to 24 ins., TTT.	.60	.55	.50	EUONYMUS COLORATUS		
PICEA CANADENSIS ALBA				(Purple-leaved winter creeper)		
(White Spruce)				100 5-in. pots		.70
500 12 to 15 ins., R.P.		.18	.15	200 4-in. pots	60	.50
1000 9 to 12 ins., R.P.		.10	.08	EUONYMUS RADICANS, upright		
1000 6 to 9 ins., R.P.	.10	.08	.06	100 I-gal. cans	1.35	1.25

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MAIL YOUR ORDER EARLY

## **TULIPS**

Tulips	Single Tulips
Cottage Tulips  Albino—Pure white, 22 ins	Triumph Tulips Top size 13 cm. and up Bandoeng—Mahogany-red, yellow edge. 40.00 Crater—Deep crimson-red 42.00 Crown Imperial—Crimson-red with yellow border 42.00 Edith Eddy—Red with white border. 42.00 Elmus—Scarlet, creamy-white edge. 45.00 Kansas—Pure white 40.00
Peony-flowering         Tulips           Coxa—Orange-red, yellow margin, 24 ins 75.00         75.00           Eros—Old rose, very double, 28 ins 80.00         80.00           Mt. Tacoma—Pure white, 28 ins 50.00	Mr. Kerbert—Appleblossom, 26 ins.         50.00           Red Giant—(the best red)         65.00           Rhineland—Orange-yellow         38.00           Ursa Minor—Golden-yellow         50.00
Nizza—Yellow striped, feathered red,         26 ins.         50.00           Uncle Tom—Dark glittering red, 28 ins.         95.00	Botanical Tulips           Eichleri—Crimson-scarlet         38.00           Red Emperor—Extra-large, scarlet         65.00

#### **HYACINTHS**

(Packed 50 in a hag)

### MUSCARI

														1	re	r 1000
(Grape	Hyacintl	is)	T	0	p	1	ı	ze		*						\$16.00
Album-	-White		*													25.00

#### **DAFFODILS**

Heavy Mother Bulbs	
Cariton-Large open cup	\$ 75.00
Geranium poetaz-6 to 8 flowers	70.00
Golden Harvest-Very large yellow	
Imperator-Large, pure white	
King Alfred-Best yellow, frilled	80.00
Mount Hood-Large white	. 125.00
Rembrandt-Large vellow-Imp. K.A	
Scarlet Elegance-Yellow, cup deep oran	
Texas—Double orange	
Thalia-Pure white, 4 to 5 blooms	100.00
Mixture for Naturalizing-D, N. and Rou	
CROCUS .	o 8 to
Purpureus Grandiflorus- 10 c	m. 9 cm.
Large purple\$22.0	
Mont Blanc-Pure white 34.0	
King of the Striped-White lilac 28.	
Mammoth Yellow-Golden-yellow 38.	
Mixture—All colors 26.0	
mixture All Colors	NO 86.00
Snowdrops, nivalis	25.00
Scilla Campanulata—in 3 colors.	
blue, white, pink	20.00
Obligated the Localities	3 6 00

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		20			10 to 11 cm.	9 to 10 cm.	8 to 9 cm.
Wedgwood-Light blue					\$40.00	\$28.00	\$18.00
					8 to 9 cm.	7 to 8 cm.	6 to 7 cm.
Golden Harvest-Yellow						\$18.00	\$10.00
H. C. Van Vliet-Blue.			*********	*********	28.00	18.00	10.00
Imperator-Deep blue .						16.00	10.00
White Excelsior-White	6				28.00	20.00	12.00

Terms of Sale—Prices quoted F.O.B. New York or Ridgewood, N. J., including freights, duties, packing, listing and insurance.

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229 Oak St. OLIVER 2-4018 RIDGEWOOD. N. J.

### **OBITUARY**

#### J. Frank Harkey

J. Frank Harkey, owner and operator of the Harkey Nurseries, Charlotte, N. C., died August 18 at his home at Charlotte. He was 55.

Mr. Harkey, a graduate of North Carolina State College, with a degree in horticulture, was a member of the Southern Nurserymen's Association, the North Carolina Association of Nurserymen and the American Rhododendron Association. He was a charter member of Charles M. Setzer lodge No. 693, A. F. & A. M.; the Oasis Shrine Temple, and the Red Fez Club, and a member of the Benevolent and Protective Order of Elks, Charlotte lodge No. 392.

He is survived by his widow, two daughters, a son, his father and four brothers.

#### Herman G. Rohsler

Herman G. Rohsler, 63, died after a long illness at his home at Allendale N. J., August 29. A prominent nurseryman in Passaic and Bergen counties, he had conducted the Rohsler Nurseries at Allendale for the past 30 years, a son, Herman, being associated in the business with him.

Born in Austria, Mr. Rohsler came to this country at an early age. Before moving to Allendale 12 years ago, he had been a resident of Garfield, N. J., for 31 years. He was a former member of the North Jersey Nurserymen's Association. Besides his widow and son, he is survived by two daughters and three brothers.

#### Sam Houston Lackland

Sam Houston Lackland, who devoted much of his time, three decades ago, encouraging property owners of Mobile, Ala., to plant azaleas in their yards and along the streets, creating America's first azalea trail, died at Mobile late in August.

As a result of Mr. Lackland's untiring efforts, at a time when only a handful of local nurserymen were growing azaleas, the demand for those plants became so great that more than 100 licensed nurseries in and adjacent to Mobile were established, propagating and growing azaleas. As other communities on the gulf coast and southeastern Atlantic coast realized the aesthetic and commercial value of beautifying their cities, the sale of azaleas grew to a multimillion dollar business. In 1925, Mr. Lackland purchased the Langdon Nurseries, about 23 miles

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Now, a completely new kind of non-burning fertilizer compound ... BORDEN'S 38® saves time, labor and money! One application is all you need ... "one-shot" provides a steady supply of nitrogen throughout the entire growing season and continues to release nitrogen from 6 to 12 months.

New BORDEN'S 38 releases nitrogen slowly, at a uniform speed—keeps a constant supply available as it is needed to meet the plant's season-long requirements. This form of nitrogen meets a long-felt need of nurserymen: you can now mix a year's supply of nitrogen deep in the soil at preparation time, eliminating the necessity for adding plant food on the soil surface later. It's kind to plants and safe, clean . . . easy to apply.

Derived from urea-formaldehyde, new BORDEN'S 38 has a guaranteed analysis of 38% nitrogen. Yet, pound for pound the cost of the nitrogen in

BORDEN'S 38 usually costs no more than the organic forms which contain 3 to 7 per cent nitrogen! And look at the other important savings you get with BORDEN'S 38;

- Costs less to ship—you save on freight.
- Costs less to store—one bag replaces several bags of ordinary fertilizer in nitrogen content.
- Stays dry and free-flowing—no loss from moisture absorption.
- Won't leach or wash away—saves replacement costs.
- Easier to carry on the job—saves trucking and labor.
- Lasts all scason—saves cost of side and top dressing.

For the name of your nearest distributor, and descriptive literature, write:

#### THE BORDEN COMPANY, CHEMICAL DIVISION

# LINING-OUT STOCK

		Each Per 100	Each Per 1000
	ILEX CRENATA, seedling-grown	101 100	1011000
4000	4-yr., XX (1-1-2), field, heavy, 12 to 15 ins	50c	45c
	4-yr., XX (1-1-2), field, heavy, 8 to 12 ins		35c
	3-yr., X (2-1), 6 to 9 ins.		9c
	ILEX CRENATA MICROPHYLLA, seeding-grown		
6000	3-yr., X (1-2), 4 to 8 ins	12c	9c
	ILEX CONVEXA (BULLATA)		
2000	2-yr., X, field beds, 6 to 8 ins.	25c	20c
	2-yr., X, field beds, 8 to 10 ins,	30c	25c
	ILEX ROTUNDIFOLIA		
500	2-yr., X, field beds, 6 to 10 ins	40c	35c
	3-yr., XX, field beds, 12 to 15 ins		
	PIERIS JAPONICA		
3000	3-yr., XX, field beds, 8 to 10 ins	45c	42c
1000	2-yr., XX, field beds, 6 to 8 ins	35c	32c
1000	1-yr., X, flats	15c	14c
	AZALEA ARBORESCENS		
	AZALEA VASEYI		
	AZALEA CALENDULACEA		
9000	2-yr., XX, field beds, liners, 4 to 6 ins.	25c	22c
	AZALEA MOLLIS, seedlings		
5000	2-yr., XX, liners, 6 to 8 ins.	25c	22c
2000	3-yr., XX, field beds, 8 to 10 ins	40c	35c
	AZALEA MUCRONULATUM		
1000	3-yr., XX, cutbacks, 6 to 9 ins	45c	40c
	3-yr., XX, cutbacks, 9 to 12 ins		50c
2000	3-yr., XX, cutbacks, 12 to 15 ins	70c	65c
	AZALEA SCHLIPPENBACHI		
500	2-yr., X, liners, 3 to 4 ins	25c	22c
MOT	F AN 1 1 10 1 10 1 10 1 10 11 11 11		1

NOTE: All above-listed lining-out stock will be shipped by express, charges collect anywhere in U. S., except Azalea for Beetle zone only.

CASH with order 2% discount, free packing. Total of 5% discount on orders of \$300.00 or more.

50 at 100 Rate

MINIMUM MAIL ORDER \$20.00

300 at 1000 Rate

## LANDSCAPE MATERIAL

For sale at the nursery only.

- 85 ARBORVITAE PYRAMIDALIS JEWEL. 4 to 5 ft.
- 25 AZALEA CALENDULACEA, 12 to 15 ins.
- 600 AZALEA MOLLIS, 12 to 18 ins.
- 800 AZALEA SCHLIPPENBACHI, 10 to 15 ins.
- 700 AZALEA VASEYI, 10 to 15 ins.
- 600 CORNUS FLORIDA, pink-flowering, B.R., 15 to 30 ins.
- 2000 CORNUS FLORIDA, white-flowering, B.R., 2 to 3 to 4 ft.
  - 15 CORNUS FLORIDA, pink-flowering, B&B, 3 to 4 ft.
  - 65 HEMLOCK, 3 to 4 ft.
- 45 HYDRANGEA P. G., 3 to 4 ft.
- 230 ILEX CONVEXA, ILEX CRENATA, ILEX HETZI, ILEX ROTUNDIFOLIA
- 600 ILEX OPACA, 6-in. pots, 10 to 15 ins.
- 90 KALMIA LATIFOLIA, 12 to 15 ins.
- 112 MAGNOLIA GLAUCA, MAGNOLIA SOULANGEANA, MAGNOLIA STEL-LATA, 2 to 3 ft.
- 900 PIERIS JAPONICA, 12 to 18 ins.
- 45 RHODODENDRON CATAWBIENSE, 12 to 15 ins.
- 12 RHODODENDRON MAXIMUM, 12 to 15 ins.
- 100 SALIX PURPUREA NANA, 3 to 4 ft.
- 30 TAXUS CAPITATA, 4 to 6 ft.
- 450 TAXUS DENSA, XXX, 12 to 15 ins.
- 216 TAXUS HATFIELDI, TAXUS HICKSI, TAXUS WARDI, 24 to 30 ins.
- 160 TAXUS INTERMEDIA, 24 to 30 ins.

# U. S. Rt. 46 DELAWARE, N. J.

north of Mobile, building a summer home for his wife and himself, but never operated the nursery as a commercial enterprise. This large nursery was established in 1853 by Col. C. C. Langdon, a civic leader.

#### Willem Verburg

Nicholas Verburg, operator of Nick's Nursery, Anchorage, Ky., received word September 11 that his father, Willem Verburg, had died at Aalsmeer, Holland, at the age of 95. He was known to many nurserymen who came to this country from Boskoop, Holland. For most of his life, Mr. Verburg was a nursery laborer, the father of seven children. Besides Nicholas, he is survived by two other sons, Adrian, a rose grower at Aalsmeer, and Jacob, a nurseryman at Boskoop, and by one daughter, Johanna, who cared for him till his death.

#### DREER STUDY GRANT

Students of floriculture and ornamental horticulture at Cornell will have a chance to work or study in Europe, through a \$50,000 bequest from Miss Augusta N. Dreer, of Philadelphia.

Miss Dreer, who died in 1954, established the William Frederick Dreer fund in memory of her brother, head of Henry A. Dreer Florists, Philadelphia, and Riverton, N. J. The company, established in 1838 by Mr. Dreer's father, was one of the first seed firms in this country. William Dreer was a personal friend of the late Prof. E. A. White, who for many years headed the department of floriculture and ornamental horticulture in Cornell's college of agriculture.

Miss Dreer's will provides that each year an outstanding student in the department will receive money for a year abroad. The grant will be for a graduating senior or a student still in school, and the first award will be made at the end of the coming academic year.

According to the will, the student is to undertake directed practice with such firms as Vilmorin-Andrieux & Co., in Paris, France, and Sutton & Sons, of Reading, England, or to study at schools of horticulture like those in Versailles, Reading, Aalsmeer or Kew.

LA ROSE NURSERY SALES is the name of a new retail business started by LeRoy W. Bellinger, 2310 David Stock building, Detroit 26, Mich. Mr. Bellinger has leased space in a large shopping center which will be opened October 15. IN

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#### CALIFORNIA PACKAGED BUSH ROSES

No. 1 Grade

No. 2 Grade

\$62.50 per 100 plants \$585.00 per 1,000 plants

\$43.50 per 100 plants \$395.00 per 1,000 plants

Shipped in colorful root-wrapped package.

No. 2 Grade. Packed 3 Plants to a Package

> \$87.50 per 100 packages \$825.00 per 1,000 packages

#### TREE ROSES

Standard Tree Roses No. 1

**Patented Tree** Roses No. 1

Each \$1.90 F.O.B. Southern California

Please order in units of 5 to a variety. Each \$2.30 F.O.B. Southern California

#### STANDARD

#### PATENTED

RED

Red Hoover **Red Radiance Etoile de Hollande Orange Triumph** Crimson Glory

Hadley Night Garnette Floradora

**Pink Radiance** J. Otto Thilow

The Doctor **Countess of Vandal** 

YELLOW

Mrs. E. P. Thom McGredy's Yellow Mrs. P. S. du Pont Sister Therese

MULTICOLOR

on either side.

Talisman Autumn

**President Hoover** 

Condessa de Sastago

McGredy's Ivory Frau Karl Druschki Snowbird

Chrysler Imperial Tom Brenemen Heart's Desire San Fernando Carrousel PINK Tiffany Queen Elizabeth Capistrano YELLOW Peace Fred Howard MULTICOLOR Mark Sullivan WHITE

Sleigh Bells

Charlie McCarthy All tree roses are budded or on I.X.L. understock with two buds, one

### MINIATURE ROSES

Order in units of 5, please.

Plants from 21/4-in. pots.

	Each
Baby Gold Star, yellow	60c
Centennial Miss, rose-red	35c
Cinderella, white	60c
Cutie, pink	35c
Frosty, whitest white	60c

	Each
Juliette, red	35c
Lemon Drop, tiny yellow	35c
Lilac Time, lilac-pink	50c
Oakington Ruby, red	30c
Patty Lou, rose bicolor	50c
Peggy Grant, shell-pink	35c
Pink Joy, pink	35c
Pixie, white	50c
Red Imp, red	50c
Rosa rouletti, pink	35c
Snowflake, dwarf white	35c

Thumbelina, bright red ......35c

Write for new 36-page catalog.

#### IRIS KAEMPFERI

Rare Collection \$15.00 per 100 plants Consists of 100 plants of 5 separate colors 20 of each in named varieties.

All varieties in this collection are newer introductions.

#### PHLOX COLLECTION

10 choice varieties-10 to each coloreach package individually labeled. Roots are of top-quality stock and well-balanced color selection.

\$15.00 per collection of 100 plants

#### CAMELLIAS

Per 100 Sizes standard plants 3-in. pots ... \$35.00 4-in. pots ...... 50.00 90.00 Gallons .

Alba Plena, pure white Chandleri Elegans, variegated

Colonel Fiery, red Covina, red C. M. Wilson, pink

Daikagura Variegated, variegated

Debutante, light pink Glen 40, red

High Hat, pale pink Jordan's Pride, variegated Julia Drayton, deep red

Kumasaka, deep pink Mathotiana Alba, white Mrs. Chos. Cobb, dark red

Peppermint Stick, white, red stripes Pink Perfection, pink

Pride of Descanso, pure white

Purity, white Rosita, rose-red

Sierra Madre, pure white White Perfection, white

#### TREE PEONIES

\$2.25 each

\$19.50 per 10

Field-Grown Grafts Available in Red, White or Pink Named Varieties Yellow available at \$3.50 ea.

#### **BUSH PEONIES**

\$37.50 per 100

\$4.25 per 10

Adolphe Rousseau, dark red Albert Crousse, shell-pink

Edulis Superba, bright pink Felix Crousse, red

Festiva Maxima, white Karl Rosefield, crimson

Mme. Jules Dessert, white, buff shaded Sarah Bernhardt, dark rose-pink

No Orders Please for Less Than 10 of a Variety.

NURSERYMEN'S EXCHANGE

938 Howard St. SAN FRANCISCO 3, CALIF.

## **Planning for Retail Profits**

By Bill Biggs

To the Reader:

Jot down answers to the following 10 questions. Then compare your replies with the thoughts presented on these topics in the article that fol-Bill Biggs lows:

- 1. How many new items or varieties are you selling this season?
- 2. What percentage of income do you spend for advertising?
- 3. Do the nurserymen you compete with sell at prices that are too low - too high about right?
- 4. On nursery stock sales, what percentage of profit do you make on selling price?
- 5. During this season, how many special sales or promotions do you have planned?
- 6. What percentage of profit do you anticipate on your gross revenue?
- 7. How does the retail purchaser of nursery stock know how much a plant is worth?
- 8. Should the wholesaler you buy from help you to sell the products that he sells to you?
- 9. Who is your competition?
- 10. Do you know a man who knows all the answers in this business? If so, please send him to us-we need the answers.

My title could just as well have been "Retail Management," for management in its purest form is simply planning, plus control. Planning encompasses the whole field of deciding what we want to accomplish. Management cannot succeed to its fullest degree if the plans are not right.

Planning involves careful determination of needs, establishment of objectives, outlining of procedure to attain those objectives and proper assignment of responsibility to individuals or groups. Plans are not developed immediately, nor are they always developed with one's nose to the grindstone. Plans might be developed in the office, on the golf course or possibly on the rear end of a fly rod.

Control is a curative measure based on careful study and evaluation of reports furnished by one's

Summary of talk by Bill Biggs, sales manager of the Wolfe Nursery, Stephen-ville, Tex., presented at the Texas short course, at College Station, May 31.

particular accounting system, and the most important report is the monthly financial statement. Since the activity of management is divided into the basic elements of planning and control, it is simple to arrive at a statement of primary function and determine what we want to accomplish, to plan how it is to be accomplished, to check periodically on how well we are doing and to be constantly alert in our search for better methods through which the over-all plan can work more effectively.

#### Six Steps to Success

My experience has been brief, and I have all too much to learn, but I

know that without the basic ABC's my chance to get the most from our operation would be poor. Based on what I have learned through study and experience, I should like to suggest what I think are six simple steps to success in any retail operation, and they certainly apply to the retail nursery business.

1. Develop a simple outline of the functions and operations to be per-

2. Develop a simple statement of results which can be considered satisfactory.

3. At regular intervals, check actual performance against the standards that have been set.

4. Make a list of corrective meas-

## SURPLUS LANDSCAPE MATERIAL

Taxus cuspidata, up to 41/2x6 ft.

Taxus capitata, up to 8 ft.

Taxus hatfieldi, up to 6 ft.

Taxus hicksi, up to 5 ft.

Juniperus chinensis hetzi, irregular and staked, up to 7 ft.

Ilex rotundifolia, up to 5 ft.

A large assortment of flowering shrubs, flowering trees and shade trees in specimen sizes.

## HOECHSTETTER'S NURSERIES, INC.

1000 Indiana Rd.

VERONA, PA.

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### **FOR FALL, 1955, OR SPRING, 1956**

Per 1000 Per 10,000 Cornus florida 1-yr. S., grafting size ......\$45.00 \$400.00 Cornus florida 300.00 

JACK BROUWER NURSERY

NEW LONDON, CONN. 55 Lester St.

**EVERGREENS** SHADE TREES

SHRUBS, VINES **HEDGE PLANTS, etc.** 

In good assortment.

NEWARK,

Jackson & Perkins Co. NEW YORK STATE MAN

our on udy sugteps ion, re-

t of red acndThe GREATEST CASE

PRESENTING

THE ONE AT

LATEST ROSE SHOW ON EARTH!

LEATURING Armstrong's Labulous new

ESESSION ESESSION

EARTH!

THE ONE AND ONLY 1956 ALL-AMERICA WINNER

# FIRST MULTICOLORED FLORIBUNDA WINNER

A thrill-packed show of constantly changing color as bright reds and yellows vie for attention with orange and pastels of buff and pink.

#### RECORD-BREAKING PUBLICITY

The most ever accorded a new rose, pre-selling Circus for you NOW!





# Armstrong's New "Garden Magic" Packages

Yes, you now can get Armstrong quality plants in a newly developed package that DISPLAYS the quality and keeps the canes fresh, plump and eager to grow. The best roses, in the best package: An ideal combination for profitable sales!

" Write for our Wholesale List

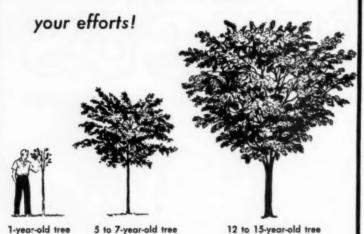
#### ARMSTRONG NURSERIES

ONTARIO, CALIFORNIA

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# Be ready with MORAINE® Locust

The shade tree that repays



Your customers, like thousands all over the country, will appreciate the beautiful, stately Moraine Locust, the fast-growing, hardy shade tree, known for its easy maintenance.

Moraine Locust has no seeds, no thorns. Its long, graceful compound leaves provide a light, lacy shade that permits enough sunshine to filter through to encourage lawn grass grown beneath.

The graceful vase shape of the Moraine Locust will produce the same landscape effect that made the typical American Elm so popular throughout the United States.

National advertising directs shade tree buyers to their local nurseryman—to you—for Moraine Locust trees. Prepare now by stocking enough trees to get your share of this growing business.

#### Order Moraine\* Locust trees from these Licensed Propagators

Andrews Hursery Co. Faribault, Minn. Hillenmeyer Hurseries Lexington, Ky. Doty & Doerner, Inc. Portland, Ore. Hinsdale Nurseries Kelly Bros. Nurseries Dansville, N. Y. Hinsdale, III. ligenfritz Nurseries, Inc. Monroe, Mich. Jackson & Perkins Co. Hewark, N. Y. A. McGill & Son Lake's Shenandoah Hurseries Marshall Nurseries Arlington, Neb. Shenandoah, la. Princeton Nurseries Princeton, N. J. Milton Nursery Co. Mt. Arbor Nurseries Shenandoah, Ia. Milton, Ore.

The Siebenthaler Co.
Dayton 5, Ohio
Sneed Nursery Co.
Oklahoma City 1, Okla.
Ottawa, Kan.

\*Plant Patent No. 836, "Moraine" is the registered trade mark in both the U. S. and Canada of The Siebenthaler Co., Dayton, O.

ures necessary to improve performance where it is needed.

- Select the best sources from which you can obtain help and information.
- 6. Set aside time for supplying the help and information that are needed.

In our particular operation, systematic compliance with the foregoing steps is not mandatory but preferred. Method is relatively unimportant if continuous attempt is made by intelligent persons to do what is suggested. We must always determine the fundamental rightness of a proposition, and then, with unshakable faith in that judgment, move on to find the way.

#### **Budgetary Control**

Almost any mention of the term budgetary control brings a mental response, "That's good and fine, but it won't work for me." There is no nursery business, large or small, with a \$5,000 volume or a \$500,000 volume, that would not profit more when operating under a budgetary system of control. It is simply the mirror that reflects how much a company is spending in relationship to how much it should be spending. It is the mirror that reflects how much volume in sales the company is doing in relationship to how much volume in sales it expected to do.

Accounting is basically the same in any business, and I am sure that every nurseryman has some accounting system that provides him with a statement of profit or loss. When I refer to accounting, it is in terms of what it is necessary for accounting to do for nurserymen. Lack of a monthly financial statement has caused countless failures in business simply because a man didn't know what he was doing. One cannot operate a business on instinct. On the other hand, a monthly financial statement, carefully analyzed, has caused businesses to prosper year after year. A monthly financial statement providing facts concerning a business is a necessity for a most successful operation.

#### Stock Records for Control

Any plan for effective retail operation should include a stock control system that provides factual figures concerning sales and inventories. Here is an example of what a stock control system does for nurserymen. Records of past seasons indicate that we can anticipate selling 750 Pfitzer junipers in the 24 to 30-inch grade. We book 675, about 90 per cent of our anticipated needs, ordering during summer for de-

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# FIELD-GROWN LINING-OUT STOCK

All stock grown in open field beds.

		Each
	per	per
Azalea, Ghent (pontica).	100	1000
5 to 8 ins., 3-yr., T	\$0,25	\$0,20
8 to 10 ins., 4-yr., T	45	.40
Azalea kaempfert.		
2-yr., T., field bed	28	.24
Azalea mollis (Chinese Azalea		
6 to 8 ins., 2-yr., T		.20
8 to 10 ins., 3-yr., T		.30
10 to 12 ins., 4-yr., T		
Azalea schlippenbachi (Royal	Azalea	).
2-yr., field bed, T	28	.25
3-yr., field bed, T	35	.32
Buxus sempervirens welleri.		
6 to 8 ins., 2-yr., T	35	.32
8 to 10 ins., 3-yr., T	45	.40
10 to 12 ins., 4-yr., T		
Chamaecyparis plumosa aurei	h.	
6 to 8 ins., 2-yr., T	,35	.30
8 to 10 ins., 3-yr., T	40	.35
10 to 12 ins., 3-yr., T		.45

					E	ach	Each
						per	per
						100	1000
Euor	ayn	a us	forte	anei ca	rriere	i.	
8	to	10	ins.,	2-yr.,	T 8	0.30	\$0.25
				3-yr.,			.30
Euor	ayn	aus	fort	unei co	Horat	28.	
8	to	12	ins.,	2-yr.,	T	.25	.26
12	to	15	ins.,	3-yr.,	T	.35	.36
Euor	yn	aus	fort	unei er	rectus		
(B	ig-	lea	ved 1	Winter	Cree	per).	
8	to	10	ins.,	2-уг.,	T	.22	.18
10	to	12	ins.,	2-уг.,	T	.25	.20
12	to	15	ins.,	3-yr.,	T	.35	.30
15	to	18	ins.,	4-yr.,	T	.45	.46
			pate				
				3-yr.,			
				cans c	olorat	us	
			eaved				
				2-yr.,			.18
10	to	12	ins,,	2-yr.,	T	.25	.26
				3-yr.,			.30
				cans v			
6	to	8	ins.,	1-yr.,	T	.18	.16
				2-yr.,			
				2-yr.,		.35	.30
12	to	18	ins.,	3-yr.,	T	.55	

				apanes 1-yr.,				80.25	\$0.20
8	to	10	ine	2-yr.,	T			 .35	
10	to	12	ins.	3-yr.,	T.		20	 .45	
				vexa					
				1-yr.,				.25	.25
8	to	10	ing	2-yr.,	T			 .38	.31
				2-yr.,				.55	.48
			a hel		-			 	
				arf Ho	Hy)				
1-3	r.,	fie	ld be	ed, T.				 .18	.10
2-1	Fr	fle	ld be	d, T.,	bus	hy		 .30	.21
				a (Ro				Holl	y).
6	to	8	ins.,	1-yr.,	T			 25	.29
8	to	10	ins.,	2-yr.,	T			 .38	.32
10	to	12	ins.,	3-yr.,	T	* *		 .45	.40
12	to	15	ins.,	3-yr.,	T	* *		 .65	.50
Juni	Der	A	ndori	m.					
				1-yr.,	T			 .28	.91
8	to	10	ins	2-yr.,	T			 .35	.36
10	to	12	ins	3-YF	T			 .45	.46
12	to	15	ins.,	3-yr.,	T			 .50	.45
Juni	per	135	glanc	a heta	ti.				
6	to	8	ins.,	1-yr.,	T			 .25	.20
8	to	10	ins.,	2-yr.,	T			 .35	.30
10	to	12	ins.,	2-уг.,	T	* *	* *	 .45	.38
				3-yr.,				.55	.48



				nunis					per	Each per 1000
Ju	nin	er)	. imn	roved	vari	ets	r.,			
8	to	10	ins	2-yr.,	T				80,35	\$0,36
10	to	12	ing	2-yr.,	T				.38	.33
				3-yr.,						.40
				3-yr.,						.50
Juni	per	us	pfitze	riana.						
8	to	10	ins.,	2-yr.,	T				.45	
10	to	15	ins.,	3-уг.,	T	* *		*	.55	

						Each	per
				-			1000
Juni	per	us	pfitze	eriana	com	pacta.	
	(Ne	Iso	n's v	ariety)	. Gr	ay-blu	ie.
gr	owi	8 CC	mpa			-	
gr	owi	8 CC	mpa	et.		-	
gr 6	to	8	ins.,		T	\$0.35	

Juniperus pfitzeriana aurea.	
8 to 10 ins., 2-yr., T\$0.45	
10 to 15 ins., 3-yr., T65	
Juniperus stricta.	
4 to 8 ins., 1-yr., T35 \$6	0.35
Koelreuteria paniculata	
(Golden-Rain Tree).	
8 to 12 ins., 3-yr., T18	.16
12 to 18 ins., 3-yr., T22	.20
18 to 24 ins., 4-yr., T30	
Larix europaea (European Larch).	
15 to 18 ins., 3-yr., T	.15
18 to 24 ins., 4-yr., T	.11
2 to 3 ft., 4-yr., T	.21
Leucothoe catesbaei.	
6 to 8 ins., 2-yr., T	.26
8 to 10 ins., 3-yr., T35	.30
10 to 12 ins., 3-yr., T	
Liquidambar styraciflua (Sweet Gum).	-
8 to 12 ins., 2-yr., T	.12
Picea excelsa (Norway Spruce).	
8 to 10 ins., 3-yr., T	
Picea pungens (Colorado Blue Spruce).	
4 to 6 ins., 3-yr., T20	

Write for our complete price list.

# Pieris floribunda. 100 1000 3 to 6 ins. 2-yr., T. \$0.25 \$0.20 6 to 8 ins. 2-yr., T. .30 .25 8 to 12 ins. 3-yr., T. .35 .30 Pieris juponica. Pieris japonica. 6 to 8 ins., 2-yr., T...... 8 to 10 ins., 3-yr., T...... 10 to 12 ins., 4-yr., T...... .05 .30 .16 .30 .35 .40 .50 .12 .20 Lining-out Stock 25 at the 100 Rate. 300 at the 1000 Rate.

TERMS: Cash with order, otherwise 1'a deposit with order and balance C.O.D. Packing at cost. Payment in advance earns free packing. All shipments by railway express.

#### PALLACK BROS. NURSERIES, INC.

Phone: Zelienople 789 (or 644 evenings)

(We are not open Sundays)

(31 mi. north of Pittsburgh, Pa., on Rt. 19) R. D. I, HARMONY, PA.

livery during fall and spring. Up to January 15 we compare actual sales of Pfitzers with forecasted sales every 15 days.

After January 15 the sales are compared weekly. If the sales trend indicates we have more demand than we anticipated, we can see the trend soon enough to cover our needs before sources of supply are exhausted. If the trend indicates that sales will not be so good as anticipated, we have an opportunity to merchandise

vigorously and move our stock or place it on the wholesale market.

The key to the secret of stock control is timing. An effective stock control system enables you to dispose of surpluses while there is still a wholesale demand. There is little occasion for a nurseryman to be left at the end of a season holding the bag with a lot of stock left over. There is little occasion for a nurseryman to run short on an item for which he has a retail demand. Stock

control is the answer. If nurserymen plan for it, their planning will increase their profit.

#### Pricing and Merchandising

The consumer knows how much a plant is worth because the nurseryman tells him how much it is worth. A customer does not buy because of price. He buys because within him there has been created a desire, a need for the products that are offered. Sales of nursery plants cannot

# UNUSUAL LANDSCAPE ITEMS

Abies balsamea
Albizzia julibrissin rosea
Azalea calendulacea
Azalea poukhanensis
Cercis canadensis
Cornus florida
Cotoneaster divaricata
Chamaecyparis filifera aurea
Chamaecyparis obtusa crippsi
Chamaecyparis obtusa nana
Fagus sylvatica
Franklinia altamaha
Halesia tetraptera
Ilex crenata
Hex opaca
Magnolias, in variety
Picea glauca conica
Picea glauca densata
Picea engelmanni
Picea omorika
Picea pungens
Pin Oak
Pinus flexilis
Pinus strobus fastigiata
Pinus strobus nana 3 to 5-ft. spread
Pinus strobus pendula
Pinus thunbergi 8 to 14 ft.
Prunus newporti
Red Oak
Rhododendron hybrids
Rhododendron maximum, clumps, approximately
15 canes
Stewartia pentagyna
Sweet Gum
Taxus browni
Taxus capitata
Taxus hicksi
Taxus repandens
Tsuga canadensis
Tsuga caroliniana
Tsuga fremdi
Tsuga sargenti
Viburnum carlesi

65 acres of choice landscape material. Established 38 years. Send us your want list for quotation.

# BLOOMER'S NURSERY & GARDEN CENTER

FLEMINGTON, N. J.

Rt. 69-5 miles north of Flemington

#### SHADE TREES

Nursery-Grown

We have available some of the Best Grown Trees in the East,

Best Grown Trees in the East, in large quantities.
QUERCUS palustris, 3 to 3½-in. and 4 to 5-in. cal.
GLEDITSIA triacanthos, 3 to 3½-in., 4 to 5-in., 5 to 6-in. and 6 to 8-in. cal.
PLATANUS accrifolia, 2 to 2½-in., 2½ to 3-in. and 3 to 3½-in. cal.
ACER platanoides, 2 to 2½-in. and 4 to 5-in. cal.

ACEs plantables, 2 to 2 ½-1n. and 5 to 6 ft.
ACER saccharum, 2 to 2 ½-1n. cal.
PINUS migra, 4 to 5 ft. and 5 to 6 ft.
PINUS resinosa, 8 to 10 ft., 10 to 12 ft.
and 12 to 14 ft.
PINUS strobus, 8 to 10 ft., 10 to 12 ft.
and 12 to 14 ft.
MALUS in variety, 6 to 8 ft., 8 to 10 ft.

and 10 to 12 ft.

FRENCH HYBRID LILAC, 4 to 5 ft.

TAXUS hicksi, 18 to 24 ins. For quotations mail us your Want List Your Inspection Invited

#### NORLEY NURSERIES

GARDINER, NEW YORK Telephone: New Paltz 8485

#### **TAXUS**

Excellent quality. For fall shipment. Car and trailer loads only, with Jap-nese Beetle Certificate. Taxus capitata (upright Yew) Taxus cuspidata (spreading Yew) Taxus hicksi (Hicks Yew) Larger sizes up to 4 1/2 ft. Also Taxus hatfieldi, Taxus intermedia, Taxus Vermeulen and others. Write for complete list.

#### **BULK'S NURSERIES**

610 West Montauk Highway BABYLON, N. Y.

be expanded simply by lowering the price. A necessary prelude to expanding one's market is a fairly expensive selling effort to make the man with the dollar feel the need for the products we have to sell.

In the case of new patented rose introductions, would the sales have been higher if the advertising budget had been lopped off to make the price lower? Of course not. In the life cycle of all products, creative selling must precede price merchandising. To cut the price of a plant from \$4.50 to \$3.75 is the same as cutting the price from X to Y, as far as the average consumer is concerned.

Merchandising techniques are relatively meaningless until the consumer is made to feel the need for the plants nurserymen have to sell. This means that they must prime the pump with advertising, directmail campaigns and every other means they know of to create within their potential customers the desire to have and own the products that they have to sell.

#### Who Is Our Competitor?

When the day comes that we, as nurserymen, realize who our real competition is, then we may get somewhere as an industry, and as the industry grows, so will those who are part of it. We get such a measly per cent of the spendable consumer dollar that it is deplorable.

Who is our competitor? It is not another nurseryman. Our competitor is the man who sells the car with the curved windshield. Most of the time he sells that new car to a man who does not even need it. But that automobile dealer created a desire within that family for something new and different, and he sold them. Our competitor is the man who sold our potential customer a new refrigerator, a refrigerator with a pastel color to match the window curtains. He created more desire within the customer for a refrigerator, in a pastel shade, of course, than we created for nursery plants. He got the customer's money, not we.

We had better get off each other's neck and start scratching each other's back. Competitive selling is more than a way of slicing up the pie. It is a way of increasing the size of it as well. We had better all think, work and cooperate together to make the consumer feel a genuine need for what we have to sell. We have not yet been able to do that.

#### Less than \$2 per Person

According to the American Association of Nurserymen, current reAN

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tail sales in the nursery industry as a whole amount to approximately 300 million dollars a year. I believe our population is about 160 million. Can we imagine that we get less than \$2 per person per year? People spend more money on soft drinks than they do for nursery stock. Here we are, selling beauty, color, fragrance, good eating, pleasant living-some of the few commodities sold that increase, rather than decrease in value-and we all together do not attract as many consumer dollars as a soft drink that, as good as it is, only provides momentary enjoyment.

What is wrong when manufacturers who sell lines allied to the nursery industry can afford to advertise and push their merchandise as they do? How can manufacturers of fertilizers, insecticides, garden tools and gadgets create such a tremendous desire within a customer that, while he balks at buying an arborvitae at \$5, he gladly pays three or four times that sum for electric pruning shears to shape the plant three or four times a year?

The finger of guilt points directly at the nurseryman. The manufacturer recognizes a fact, a fact that the nurseryman evidently does not recognize. The manufacturer has primed the pump with advertising. He has sold the consumer on one idea-that those electric shears are just what he needs. Price is secondary. He has priced his product at such a markup that he can afford to advertise. He can afford to make the value and advantages of his product known and desired. When the nurseryman cuts prices to the extent that there is no adequate profit to provide for vigorous advertising and merchandising, he condemns himself to stay just where he is. He will continue to be outpriced, outadvertised, outmerchandised and outsold.

#### Sell Advantages, Not Size

It is small wonder that the consumer attaches little monetary value to nursery items. The nurseryman, the man who is supposed to know how much plants are worth, is telling the world how little they are worth. He is telling everyone how cheap he can sell. He is selling peach trees, 5 to 6-foot size. He is selling rosebushes, 2-year, No. 1 grade. I don't believe in that manner of selling to a customer.

A customer spends his money for a variety of reasons, but when all is said and done, he spends his money to buy a service or a product that can do something for him. A consumer buys a car because it puts him in style, because it has the new super-



#### HARDY AZALEAS

can be planted now. All of these varieties have survived 19 degrees in our nursery without any damage. 25 at 100 rate.

AZALEA Amoena. Very hardy, evergreen foliage, which turns a rich bronze in winter. Semidouble purple flowers, 4 to 6 ins.......\$15.00 per 100

AZALEA Hinodegiri. 2-yr. T., up to 6 ins., branched, brilliant red.

AZALEA Kurume, Gives a great variety of colors and types, from choice whites to orchids, deepest pinks and reds.

Yeus, 2-yr., T., 4 to 8 ins.....\$15.00 per 100

AZALEA Poukhanensis, Large orchid flowers, which rarely winterkill. Deciduous.

#### **ILEX CRENATA CONVEXA**

(Ilex Bullata)

Owing to our unusual success in propagating this desirable item, we offer it at a very low price. Over 150,000 in stock. It is a very choice, very hardy, low-growing evergreen, with shiny, dark green, convex, boxwood-like leaves. Grows fast into money, up to 2 feet, and there slows down. Ultimate size 3 feet high and 4 feet wide, Easier to grow than yews and can be used in sun or shade. Sells on sight, Grows very dense and contrasts well with other evergreens. Makes the perfect, low hedge.

							Each
6	to	8	ins	2-yr.,	T	 	15e
							20c

#### PIERIS JAPONICA

												I	dach
4	to	6	ins.,	T		*				×			.15c
6	to	8	ins	T									.20c

#### CHINESE MAGNOLIAS

Soulangeana Nigra, dark purplish-pink Rustica Rubra, pink

Pink Superba, pink Stellata (Star Magnolia), semidouble, pure white

Alexandria, large, late pink
All 2-yr., 12 to 18 ins., on own roots,
75c each. Minimum order, 5 of one kind.

SEND FOR LIST OF UNUSUAL PLANTS

#### **ALANWOLD NURSERY**

NESHAMINY, Bucks Co., PA.

# Special Sale 25% OFF

Nursery Grown—Excellent Stock

FRENCH HYBRID LILAC

MALUS in Variety
6 to 8 ft.—8 to 10 ft.—10 to 12 ft.

**NORLEY NURSERIES** 

Phone: New Paltz 8485 GARDINER, NEW YORK

PRONOUNCING DICTIONARY of Plant Names

64 pages, 3000 names, **25e** per copy American Nurseryman Chicago 4. duper overdrive for quick passing, because it has a new style windshield or fender. Many things are brought to the attention of the customer, but all of those things are representing to the customer what this car can do for him. A refrigerator is not sold because it is a brand-new 8 cubic foot box. A refrigerator is sold because of its color, because of its beauty, because of its style, because it can give consumers something they don't have. The dealer simply advertises the advantages that customers gain by owning one.

I do not believe in selling 5 to 6foot peach trees. I do believe in selling the consumer the advantages that
he gains when he buys this tree. I
believe in selling him a beautiful
tree with a colorful foliage that will
brighten his landscape. Most of all,
I believe in selling him trees that will
produce for him, in his own yard,
big juicy fruit—fruit he can be proud
to show his neighbors, fruit that is
tree ripe and so much better than
store-bought fruit that is picked
green!

I do not believe in selling a 2-year, No. 1 rosebush as such. I do believe in selling a rosebush that provides a customer with color in his yard from early spring until hard frost. I believe in selling him a bush that produces lovely blooms, whether they be put in his bud vase or whether they be planted to bloom on the side of his garage where everyone can see them. I believe in selling a customer on the advantages that he will receive when he buys what we have to sell.

Nurserymen who advertise are fighting a battle, and they are fighting it among themselves. Not one out of 20 advertisements that appear in newspapers explains to the customer the multitude of advantages that he receives when he buys from nurserymen. Nurserymen make a big mistake when they assume that the average consumer knows a great deal about nursery stock. When nurserymen resort to price merchandising in their search for increased volume, they bring to the attention of the consumer the small value that they attach to the products they sell.

A metropolitan newspaper's advertising headline reads, "Your Garden Tractor Pays Its Way the Year Round." A subhead reads, "You can do it with an X brand" The copyreads, "Our garden tractors have 111 easy attachments from which you can choose. Operation gives you continuous smooth speeds at full power and under load, with no belt switching, clutching or gear shift-

This dealer, selling a product at a

growing . . . since '98



#### CATALOG for 1955-56

Our new catalog has been mailed. Please let us know if you have not received your copy.

C. R. Burr & Co., Inc.

Manchester, Connecticut or Phone Mitchell 3-4161

Roses

Shrubs

Trees

Evergreens

Nursery-Grown

#### **RED OAKS**

2 to 7-in. cal.

and

#### **DOUGLAS FIRS**

4 to 20 ft.

#### CHRISTMAS TREES

Norway Spruce Sheared White, Austrian and Scotch Pines

Write for prices.

P. O. Box 14 BIRDSBORO, PA.

#### MYRICA PENSYLVANICA

1-yr. S., 4 to 8 ins. \$4.00 per 100

HESS' NURSERIES

#### MAPLE

SUGAR — RED ALL NURSERY-GROWN Taxus capitata, 4½ to 7 ft.

BAKER'S NURSERIES HOOSICK FALLS, N. Y. price considerably higher than most nursery stock is listed, has attempted to create within the customer a desire to own the product and has brought to his attention the advantages he receives when he buys it. It does a multitude of jobs and it is easy to handle. Price is secondary, and that is as it should be.

If nurserymen as a whole are in accord in their belief that the price structure of nursery products is inadequate, if nurserymen are in accord in their belief that our merchandising technique leaves us with only a fraction of a per cent of the consumer dollar, then nurserymen as a group have to correct the situation. Who else is interested if they are not?

#### Obligations of Wholesalers

It is my belief that the initial obligation rests with wholesalers of nursery stock. Many persons get in the nursery business only during the selling season. The nursery is a means for them to pick up a few dollars on the side. They use a vacant lot, they peddle, they do a lot of things. But one thing they do for sure. They foul up the price structure to the extent that nurserymen who love the business and are devoting their lives to it have to resort to price merchandising because they feel that they have to do so to exist. As a result, no one makes enough profit to do the advertising and merchandising that would place the nursery industry in its rightful place in the eye of the consumer with the dollar.

Does the producer of the refrigerator assist his dealer in the merchandising of his product? The obvious answer is yes. Does the producer of the refrigerator make more profit when he protects his dealer and helps him sell his products? Evidently so —because all producers, almost without exception, follow this line of merchandising.

I believe the wholesaler is endangering his potential volume, and surely confining his own price structure, when he sells to every Tom, Dick and Harry. When he sells to the fly-by-night operator he is selling to a man who contributes nothing to the nursery industry.

Now, because of our lack of merchandising technique, because of our inability to stick together, because we many times let petty jealousy rule our heads rather than common sense, we see other types of businesses slowly but surely creeping into our chosen field. These businesses are not dependent on their sales of nursery products for their livelihood. To them it is a side line. Drugstores, 5-

# ADOLESCENT LINERS

-approaching the Adult size.

We grew these plants to line out in OUR OWN NURSERIES but now find we have a few too many.

# LESS GAMBLE — QUICKER PROFITS

TAXUS, field bed-grown	Average height Price each or spread per 1000
Andersoni	12 to 15 ins., heavy \$0.70
Browni	10 to 12 ins
Cuspidata	10 to 12 ins
Hicksi	12 to 15 ins
Repandens	10 to 12 ins., heavy
Thayerae	12 to 15 ins
Wardi	10 to 12 ins

Orders for autumn shipment given preference.
250 at 1000 rate, less than 250 add 10%.
Packing if required, at cost.
Delivery free in 25-mile radius.

# BOBBINK NURSERIES, INC.

Growers of Quality Taxus Since 1898
EAST RUTHERFORD, N. J.

WEbster 9-0700

#### **HEMLOCK**

Rhododendron—Kalmia Azalea

CURTIS NURSERIES
CALLICOON, N. Y.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow **good** evergreen liners. Ask for our wholesale list.

The STEDMAN NURSERIES NEWFANE, N. Y.

#### SURPLUS STOCK

		MA TO LO	23 2 4	
	4 to 5 ft	adiflora,	*******	Each \$4.50
30 Ju	niperus	pfitzeria	na, 3 to 4-	ft.
30 Ja	niperus	stricta.	to 4 ft.,	
				4.50
40 Be	tingang	a lawsor	dana allu	ml.
20 200			******	
40 To	THE BIOL	and A to	5 ft., hea	7.50
200 788			Shrubs,	
			heavy	
		ug by ye	ou, or we	will dig.
plus 2	0%.			
	_			
50.000	Californ	ia Privet	2-VF	Each
				5c
	Californ	ia Privet	. 2 to 3 f	70
			9 to 12	
20,000			12 to 18 ir	
			ed	
	A	finimum	900	

#### M. EARL O'HAGAN NURSERIES

2923 Bangs Ave. NEPTUNE, N. J.

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WE ARE GRATEFUL for the telephone calls, wires and letters that poured in from all over the country, making inquiry as to how we fared in the flood disaster. In the rush and excitement we may have missed an acknowledgment or two and in this case we humbly apologize.

Naturally, we were walloped a bit, but it affected only small material and but five per cent of our land area. We would like our many valued customers to know that we are back in business as usual with no damage to finished material. We also want to thank you for being so interested and thinking of us at a really bad time.

# Labars' rhododendron nursery

STROUDSBURG, PA.

#### NORTHERN-GROWN STOCK

HOILIIEMIA-O	NOWIN STOCK
LANDSCAPE-SIZE SHRUBS	PAPER BIRCH
Clethra ainifolia Per 10 Per 100	Betula papyrifera Per 100 Per 100
18 to 24 ins., clumps 34.00 \$35.00	2 to 3 ft
2 to 3 ft., clumps 6,00 50,00	3 to 4 ft 25.00 200.0
3 to 4 ft., clumps 8.00 70.00	4 to 6 ft 40,00 300.0
Ilex verticillata	6 to 8 ft 90,00
2 to 3 ft., clumps 6.00 50.00	0 10 0 11
3 to 4 ft., clumps 7.00 60.00	LINING-OUT STOCK
Viburnum cassinoides	Acer saccharum
2 to 3 ft., clumps 6.00 50.00	2 to 3 ft 12.00 100.0
3 to 4 ft., clumps 8.00 70.00	3 to 4 ft 30,00 250.0
Viburnum dentatum	4 to 6 ft 60,00 500.0
2 to 3 ft., clumps 5.00 40.00	Clethra alnifolia
3 to 4 ft., clumps 6,00 50,00	6 to 18 ins 8.00 70.0
SUGAR MAPLES	llex verticillata
	1 to 2 ft 12.00 100.00
Unit price in quantities 10 to 50 to	Syringa vulgaris
Acer saccharum 10 to 50 to 49 250	1 to 2 ft 7.00 60.00
Acer saccinarum	Viburnum acerifolium
1 1/4 to 1 1/4 - in. cal \$ 4.00 \$ 3.50	6 to 18 ins 9.00 80.00
1 ½ to 1 ¼ -in, cal 6.00 5.00 1 ¾ to 2 -in, cal 7.00 6.00	Viburnum cassinoides
	1 to 2 ft 9.00 80,00
	Viburnum dentatum
	1 to 2 ft 8,00 70,00
CLUMP BIRCH	1 10 2 11 8.99 70,00
Paper Birch Per 10 Per 100	HEMLOCK TRANSPLANTS
4 to 6 ft.,	
3 stems and up \$30.00	Tsuga canadensis
6 to 8 ft.,	4 to 8 ins., trans., 2-2, 15.00 120.00
3 stems and up 40.00	
Gray Birch	HEMLOCK SEEDLINGS
4 to 6 ft.,	Tsuga canadensis
3 to 6 stems 25.00 \$200.00	6 to 9 ins 4.00 20.06
6 to 8 ft.,	9 to 12 ins 6,00 45,00
3 to 6 stems 35.00 250.00	12 to 18 ins 8.00 65.00

All stock is first-quality collected material except as otherwise noted. Send for complete wholesale list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens. We do not have Japanese beetle.

#### ISAAC LANGLEY WILLIAMS

P 0 Boy 259

EXETER, N. H.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

#### LINING-OUT TAXUS

4-yr., XX, field beds, for fall

Hatfieldi, 10 to 15 ins. . . . . . . \$0.60
Hatfieldi, henryi, cliftoni,
cuspidata spreading and Ver-

Free packing for cash with order.

MOUNTAINVILLE FOREST NURSERIES LEBANON, N. J.

#### ACER PALMATUM ATROPURPUREUM

1-yr, S., 3 to 6 ins. \$15.00 per 100 \$125.00 per 1000

HESS' NURSERIES
MOUNTAIN VIEW, N. J.

#### HIDDEN VALLEY NURSERY

offers Gleditaia triacanthos, Carpinus caroliniana, Piatanus acerifolia, Quercus palustris, Liquidambar styracifius, Acer rubrum, Fraxinus americana, Morus alba, Robinia pseudoscaria, Betula papprifera, Celtis occidentalis, Catalpa speciosa, Pinus strobus, Pinus nigra.

HUBERT VAN DUYNE, Proprietor Phone: MI 7-1158 MILLINGTON, N and-10-cent stores, grocery stores—everyone is getting in the act.

I am not for confining competition. Competition is a means for all of us to grow. I am for maintenance of a price structure that enables in dividual nurserymen and the nursery industry to progress. I advocate nothing more or less. If it is true that the initial obligation rests with the wholesaler, then any follow through will necessarily be up to retail nurserymen. It will require a closely knit cooperative effort between wholesaler and retailer to accomplish anything worthwhile.

#### Selection of Nursery Site

In the selection of a site for retail nursery operation, we look for traffic. We look for adequate parking space, for sufficient room for a complete garden center. At our San Angelo nursery, we have a 175-foot frontage, with the buildings set back to allow parking across this entire distance. Our lath display area of balled and burlapped plants opens directly into the store proper, where we sell almost everything that the home gardener needs. It is separated into departments of seeds, furniture, fencing, barbecue outfits, fertilizers, peat moss, pottery, ceramics, garden tools and insecticides. Our deciduous tree stocks are arranged in the back area, and all walkways are planted in winter rye. In our layout of a garden center we keep one thought in mind-to make it easy to buy, to make it so the customer can shop and see in comfort.

#### Good Personnel Necessary

One can have a good layout, good advertising, good display and good stock, but one must have good personnel for a most effective and profitable operation. The nurseryman who believes he is saving money by hiring cheap sales help is often actually losing sales and profit.

If a man working for \$150 a month does not produce in sales, he is not cheap, he is expensive. On the other hand, if a man is paid \$1,000 a month and he produces a profit for you, he is not expensive, he is cheap. Personnel is cheap or expensive only in relationship to what they return in comparison to what they are paid.

We look for many things in our sales personnel. The primary things we search for are aggressiveness, eagerness and willingness to learn. We look for men who think for themselves, men with ideas, men who want to make good money and are willing to think and work hard. We look for neat, clean-cut men who are looking for a future. Such men are not easy to find, and when we do find

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them, they don't hire at low salaries. We have found, however, that per dollar invested in such a man, the return is worth the investment. A good man is like a good tree-it costs more, but the results are better.

Any attempt to find out about advertising sooner or later comes up against the old question of whether or not advertising effectiveness can be measured. Nobody has yet been able to measure the precise effect of advertising, and few make claims that they can. There are so many factors working on the consumer that it is impossible to say precisely what pushed him into any specific sale. Was it word of mouth, display, good retail salesmanship, weather, a particular advertisement or the cumulative weight of a whole campaign?

#### **Advertising Methods**

In our retail garden center operation we direct the major portion of our advertising dollars in four ways -direct mail, door to door, newspaper and radio. In the San Angelo area we have approximately 12,000 active customers. They know about us, but we know about them, too, and it gives us an advantage. We know who they are, their addresses, when they last bought from us, how much they bought and, generally, what they bought. Any time we have a special promotion, each of these customers receives a direct-mail piece, bringing the sale to his attention and telling him why he should come and buy.

Direct-mail advertising gives us the opportunity to hit those persons we know are interested in the products we sell. They have demonstrated their interest by prior purchases. When business is good, or bad, we go out to reach those persons we have been unable to entice to our store. We do this by door-to-door calling-no hard selling, just a friendly call to let them know that we are interested in them and want to serve them.

We find newspaper advertising very effective when properly timed. Even though consistency is a must in advertising of any type, we do not believe in a small advertisement every day, as most nurserymen seem to prefer. Our newspaper advertising days are usually Thursday, Saturday and Sunday. We plan our advertisements a month in advance, and we make liberal use of illustrations and descriptions.

Newspapers generally stairstep their advertisements. By that, I mean that a full column advertisement commands an outside column. A newspaper column is roughly 21

# SPECIMEN LANDSCAPE MATERIAL

Five Blocks of:

#### **BROAD-LEAVED:**

Azaleas, 21 varieties up to 3 ft.

Ilex Convexa, up to 4 ft.

American Holly, up to 8 ft.

American Holly, potted, 40 named varieties, 3 to 6-in. pots

English and Chinese Holly, 40 named varieties, 3 to 6-in. pots

Kalmia, to 31/2 ft., extra-heavy

Pieris Japonica, up to 4 ft.

Rhododendron, 75 named hybrid varieties, rooted cuttings to 3 ft.

Rhododendron: Carolina, Catawbiense, Maximum, up to 3-ft. specimens.

#### NARROW-LEAVED:

Taxus, 10 better spreading varieties, 12 to 15 ins. to 7 ft.

Taxus, 5 better upright varieties, 18 to 24 ins. to 9 ft.

Juniper, Hetz, Pfitzer and others, up to 6 ft.

Arborvitae: American, Elegantissima, Nigra, Spiralis and others,

2 to 14 ft

Hemlock, heavy, sheared stock, up to 10 ft.

#### FLOWERING TREES AND SHRUBS:

Pink Dogwood, up to 7 ft.

White Dogwood, up to 12-ft. specimens.

Magnolias, 4 varieties, up to 9 ft.

Flowering Crab Apples, 6 varieties, up to 8 ft. Euonymus Alatus and Compactus, up to 5-ft. heavy specimens.

Write for complete wholesale price list.

You are most cordially invited to visit us and inspect our acreage of plant materials.

#### ANGELICA NURSERIES

Growers of Fine Plants

R. D. No. 1

MOHNTON, PA.

3 miles south of Reading, Pa., on Rt. 73.

#### Viburnum carlesi

THE RHODE ISLAND NURSERIES NEWPORT, R. L.

The ideal permanent evergreen ground cover plant for shady and semishaded areas in all climates. Strong, well-rooted, 1-yr. plants, grown in outside soil frames: \$4.25 per 100, prepaid. \$38.50 per 1000; \$36.50 per 1000 for 10.000 or more in same shipment. Available for prompt shipment—late March through November. Shipments any-

where, Good packing free, PEEKSKILL NURSERY

Phone: Lakeland 8-5595

SHRUB OAK, N. Y.

#### TAXUS MEDIA HALLORAN

Past winters have proved this variety to be very well adapted for the middle western climate. We have I, 2 and 3-year liners to offer.

VERKADE'S NURSERIES

NEW LONDON, CONN.

# LANDSCAPE NURSERYMEN

Fine specimen stock available in the following scarce varieties:

American Holly	up to 6 ft. high
Japanese Holly	up to 6 ft. high
Taxus capitata .	up to 7 ft. high
Taxus hicksi	up to 7 ft. high
Taxus brevifolia	up to 6-ft. spread
Taxus cuspidata	up to 6-ft. spread

Also Hybrid Rhododendrons, Azaleas in fine variety, Pieris Japonica, etc., at reasonable prices. Send for list.

Quality lining-out stock a specialty.

Send for new list.

#### POSSUM HOLLOW NURSERIES

6327 Magnolia St. PHILADELPHIA 44, PA.

#### QUALITY MERCHANDISE AT REASONABLE PRICES VANDERBROOK NURSERIES, INC.

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

#### SPRUCE PINE — FIR

Seedlings and Transplants
Uniform Grade—Quality Stock
Prices as low as \$12.50 per 1000.

Let us quote on your order for fall planting.

#### **ECCLES NURSERIES**

Dept. A., RIMERSBURG, PA.

#### **EVERGREENS**

300 acres of choice Evergreens ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.

inches tall. If we run a 20-inch advertisement, we prefer to run one long column because a column advertisement invariably commands first attention. If we run 40 inches, we prefer a full two columns.

We use radio advertising least of all, and we use it only on occasions of special sales. In those cases we use only spot announcements.

Once a potential customer is inside our nursery, our display goes to work for us, and as in the case of the employee, the impression it creates usually means a sale or no sale at all. We insist that our nursery be kept clean and neat inside and out. Each plant or item is carefully labeled as to what it is and, above all, price is prominently displayed.

Related items are close together, to make the most of companion sales. Near the roses we reserve a spot for rose food and rose dust. If we did not mention the rose food and rose dust, nine out of 10 times the customer would not think of it. But we keep them together. We remind the customer of the products, and by being Johnny on the spot we sell a great deal of rose food and rose dust. We have the same system for everything else. We attempt to display in such a manner that the customer is attracted and buys more than he came for. Display is vitally important and should never be neglected nor its value underestimated.

#### Selling the Customer

When a customer comes in, we try to catch him at the door. If we are too busy to give him immediate attention, we acknowledge his presence, tell him to make himself at home and that we will be with him in a moment. Once we are able to help him, we follow through selling him those items he came for. Then come suggestion selling and companion sales effort. We encourage him to walk over our entire retail nursery, hoping that our display will attract his eye for additional purchases. When his order is complete, it is written up, item by item. In all cases, his name is placed on the sales ticket.

Our salesman's job does not end when he says thank you. Before he leaves that evening, he does two important things concerning that customer. First, he signs, addresses and mails a letter to him. Second, he places in a box, for which he is solely responsible, a card with his customer's name on it, coded in such a manner that he can generally see what the customer bought when he looks later.

This customer's card again comes

"A friendly, efficient sales service"

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Leading varieties. All sizes, 3 to 8 ft. 4000, all transplanted.

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Assortment of Large-size Plants for Landscaping Planting Having sold land, will clear this fall. Inspection and Correspondence Invited.

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# PRINCETON NURSERIES

A very complete line of Quality Ornamental Stock.

Come to see us.

Send us your Want List.

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Splendid Stock
Write for Special Quotations

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Growers of Quality
Taxus, Ilex and other Ornamentals.
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#### QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

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29

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# Specimens of ORNAMENTAL ARISTOCRATS

For that extra-fine job, we offer our excess stock plants. As such they have received the best of care and are extremely full and compact. We sincerely invite your inspection or inquiry. Varieties are advertised in the August 15 issue. In addition we offer quantity cash discounts up to 10 per cent. A price list is yours for the asking. Also available—our new FINER LINER catalog.

# JOHN VERMEULEN & SON, Inc.

THE HOME OF "FINER LINERS"

NESHANIC STATION, N. J.

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to the attention of the salesman in about two weeks. At that time the salesman calls the customer by telephone, simply saying that he was reminded of the purchase and asking if he can be of further service. During the course of the conversation, the salesman brings to the attention of the customer some other plants that we are featuring at that particular time. The customer responds to the personal interest that we take in him. That customer is the man who makes, or breaks, our business. We concentrate our thinking and our actions in the direction toward pleasing him.

In this highly developed economy that we live in, our basic problem is to sell to people who have the money, but who do not always want to buy. Under these circumstances, nothing may be more important than our joining together to develop and promote the nursery industry. As much as anything else, this may be the lever that can lift the nursery industry to the high plane which we all seek.

RICHARD P. WHITE, executive vice-president of the American Association of Nurserymen, will be guest speaker at a meeting of the Pennsylvania Horticultural Society November 16. The society will hold its annual meeting at 2:30 p.m., November 16, in the society rooms. After the business meeting, Mr. White will speak on "The American Nurseryman's Story."

COOK'S NURSERY, R. R. No. 3, Winchester, Ind., recently was started by Chelsia Cook and family. The nursery will grow a general line of stock, with evergreens being the main item. The nursery is located on four acres just a mile east of Winchester on Route 32.

#### SPECIALS IN GOOD SUPPLY

Euonymus radicans vegetus, B.R., 9 to 30 ins. Ready to move in September. Our strain is unusually fine.

Pinus mugho, true dwarf type, beautiful specimens, 24 to 48 ins. Purchaser to dig.

Rosa multiflora japonica, seedlings, 1-yr.

Write for new fall trade list.

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60 acres growing. Skancateles, N. Y.

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One of the most complete collections of the better named varieties of American and English holly, 3 to 6-inch pots. Send for list.

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IN WIDE ASSORTMENT

Hardy Axaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

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Cornus florida, S., l-yr., grafting size\$ S., l-yr., below grafting.	100 7.50 5.00	1000 \$50.00 40.00
Ampelopsis veitchi (Boston Iv S., 1-yr., No. 1 S., 1-yr., No. 2		60.00 35.00
California Privet 1-yr., R.C., 12 to 18 ins 2-yr., R.C., 18 to 24 ins	5.00 7.50	45.00 60.00
Free packing for cash wi	th ord	er.

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1-yr. S., 6 to 10 ins, \$10.00 per 100 \$75.00 per 1000

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#### THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

#### **OFF-SEASON ACTIVITIES**

A reader has asked for more thoughts on the subject of the "One-Man Nursery," particularly along the line of increasing one's off-season income. Before seeking ways of making off-season income, I should think even the operator of the oneman nursery should decide in his own mind whether he wishes his business to develop into a landscape nursery or a retail garden store enterprise. The approach to either goal is different, and even potboilers can have their disadvantages. Sometimes these side lines are hard to relinquish when later they prove unprofitable, and, of course, the side line can become the main part of the business, which is all right if making a living is more important than working at the occupation one likes best.

If one's goal is to develop a landscape-type business, there are a number of ways to increase off-season income. In the middle Atlantic states, December, January, February, June, July and August are the least profitable months.

The best bet for increasing one's income in December is to take advantage of the Christmas season. Push the sale of Christmas trees and decorations. Where possible encourage the planting of Christmas trees; where the weather is unfavorable, push the sale of cut trees. This idea overlaps with operating a retail nursery.

#### Outdoor Work

January and February offer a good time to do tree trimming and pruning, shrub trimming and orchard tree pruning. This type of work can be done even with a moderate fall of snow on the ground. With labor so short these days, customers find it difficult to get this sort of work done; so the nurseryman will get the work more easily. If one has the equipment, these months are a good time to move balled deciduous trees of 4-inch caliper and up, provided the ground is not frozen too deep.

During June, July and August, it is also easy to find outdoor work such as maintenance of trees, shrubs and gardens. Suggestions are shrub pruning and shearing, incidental garden spraying and even garden cultivation, although the latter and lawn mowing are difficult to gear to a business where there is much overhead. These are the types of activity sometimes hard to drop when the business is well on its feet. I should warn the nurserymen not to spend surplus cash on too much equipment.

August can also be used to good advantage for grading and preparing soil for putting in lawns. This is the best month for sowing grass seeds if the weather permits.

#### Retail Nursery Tasks

With the retail nursery, the offseason months are about the same. The best use for December is to take advantage of Christmas business, perhaps leaning toward small potted evergreens and hollies.

The best advice for taking care of January and February is for one not to spend the fall cash surplus on plants and equipment, but to keep it to sustain one for those months. Without funds then, the nurseryman must temporarily sell his service in some manner!

The winter months are best used to get ready for spring. If one does not have a small slat house or cold-frame, build one, for it will help summer sales. In mild weather, pot or can plants for late spring and summer sales. Get the whole property ready and neat so that when spring comes selling can receive full attention. Summer sales are best taken care of by the use of container plants; such stock has helped summer planting considerably.

#### Seek Quick Turnover

Another bit of advice for the beginner is to grow the plants that mature for sale in the shortest time; then one does not have to wait too long for a return of one's money. Annual bedding plants make a good item, as do perennials grown from divisions and flowering shrubs.

The key to success is for the nurseryman to recognize that his principal assets are his own labor and time. In no other business can the same kind of investment be made—to plant a 5-cent cutting and sell the

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BECAUSE ESPALIERS ARE DISTINCTIVE. Homeowners are eager for trees that will make their garden the envy of their neighbors. If you sell Espaliers, you may attract customers who might go to other nurseries.

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Here's why: 1. Since 1880 J. Hofert Co. has painstakingly worked to build a reputation for quality. We make every effort to keep that reputation. We send you the very best trees we can get, always.

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resulting tree for \$10 several years later, after one's labor has been put in the task. The beginner should buy as little as possible, collect seeds, beg cutting wood and even collect plant material (it is not collected material after it has been grown in the nursery for a year or more). Equipment should not be purchased to make things easier for one's self until it is impossible to get everything done that should be done.

Anyone who is still concerned with how to occupy his time in the off season should try to conserve his cash. Let that be a test. E. S. H.

#### FLORIDA SHORT COURSE

[Continued from page 14]

up of other pests, (4) the effect of the material on equipment and on appearance of flowers and foliage and (5) the material's economy. He explained in detail the types of formulations, such as wettable powders, emulsifiable concentrates, granular insecticides, aerosols and smokes, pointing out advantages and disadvantages of each.

The final topic of the afternoon was "Soil Fumigation for Disease and Pest Control," by Dr. C. E. Williamson, pathologist for the state

TAXUS WARDI A fine semidwarf, compact, spreading

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# 3000 HYBRID RHODODENDRONS roseum elegans

4 yrs. old, bushy, up to 24 ins. and budding. Very highest quality.

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# 2-YEAR, HEAVILY ROOTED HOLLY LINERS

\$75.00 per 100 \$650.00 per 1000

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# THE BOSLEY NURSERY MENTOR, O.

Roses, Rhododendrons, Azaleas and Holly Pioneers in Holly Selection

plant board, on leave from Cornell University, Ithaca, N. Y. After giving a brief history on soil fumigation, Dr. Williamson spoke on the merits of steam and chemicals for soil fumigation. He also described work being conducted on various new nematode killers and their effects on the nematodes that attack ornamentals.

To do a thorough job in chemical fumigation, Dr. Williamson pointed out the following: (1) The soil temperature should be above 60 degrees Fahrenheit, six inches below the surface. (2) The soil should be moist for 7 to 12 days prior to the chemical's application, so that all weed seeds and fungi are in an active condition. (3) The soil should be tilled and mixed thoroughly before the treatment. After fumigation, the soil should be allowed to aerate thoroughly and should not be used as long as the odor of the chemical can be detected. He concluded by cautioning the growers to be careful not to recontaminate the sterilized soil

The evening session, moderated by Dr. Tom Sheehan, assistant ornamental horticulturist with the extension service, lasted two hours. Questions pertaining to insects and diseases were answered by the day's speakers.

#### Demonstrations

Demonstrations on Thursday morning, August 25, were well attended in spite of hot weather. Groups were rotated through the demonstrations to keep them small enough so that all present could see and hear.

The exhibit of Dr. Howard Miller, plant pathologist for the experiment station, received a great deal of attention. He showed specimens of nine diseases in the process of attacking Florida flowers and woody ornamentals and discussed identification and control measures of various diseases.

Dr. Brogdon and Dr. Kuitert demonstrated various types of sprayers, spray booms and spray nozzles suitable for use with ornamentals. They also discussed various insecticides and their use.

The soil fumigation and soil drench demonstration given by Dr. Williamson created considerable interest. Dr. McElwee assisted in presenting the demonstration. Methods and materials used for treating the soil by fumigation, injection and drenching to control nematodes, diseases and weeds, separately and in combination, were demonstrated and explained. The results of plots previously treated were shown. Materials used in the demonstration in-

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(Beauty Bush) Per	100 Per 1000
2-yr, S., 6 to 9 ins\$16	3.00 \$ 85.00
2-yr, S., 9 to 12 ins 1	
T., br., 9 to 12 ins 1'	
T., br., 12 to 18 ins 25	
Crataegus phaenopyrum (con	rdata)
(Washington Hawthorn)	
	.50 65.00
2-yr. root-pruned,	
9 to 12 ins 10	
12 to 18 ins 22	.50 200.00
Rhodotypos scandens (kerric	ides)
(White Kerria Jethead)	
1-yr. S., 6 to 12 ins 7	
2-yr. S., 12 to 18 ins 10	0,00 85.00
Cotoneaster divaricata	
1-vr S 6 to 12 ina 16	.00 85.00

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Alpine Currant Hydrangea P. G. French Lilacs Snowball Shade Trees Evergreens Phlox Peonies Plum Seedlings Lining-out Stock

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A General Line of FRUIT and ORNAMENTAL TREES and PLANTS

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#### FIVE HUNDRED ACRES OF ORNAMENTAL STOCK

Both evergreens and deciduous in liners and finished materials. Fall list now ready.

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SMALL FRUITS

RASPBERRY PLANTS

Black-Purple-Red BLACKBERRY PLANTS

1-yr. and 2-yr.-old.

RED LAKE CURRANTS GOOSEBERRIES-GRAPES

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## FLOWERING SHRUBS

Well-Grown - Well-Graded

ļ		00 Rate
Ş	Cotoneaster Divaricata, 2 to 3 ft	\$65.00
Ş	Cydonia japonica, plnk, 18 to 24 ins	40.00
١	Cydonia, red upright, 2 to 3 ft	55.00
١	Euonymus alatus compactus, 15 to 18 ins	75.00
þ	Forsythia, Arnold, dwarf, 18 to 24 ins	50.00
ì	Forsythia Lynwood Gold, 3 to 4 ft	60.00
l	Forsythia spectabilis, 3 to 4 ft	45.00
ľ	Hamamelis vernalis, 2 to 3 ft	50.00
ľ	Hypericum kalmianum (Pot O' Gold),	
ľ	18 to 24 ins	
ľ	Kolkwitzia amahilis, 2 to 4 ft	55.00
ĺ	Ligustrum Vicary Golden, 12 to 15 ins	40.00
l	Ligustrum Vicary Golden, 15 to 18 ins	50.00
l	Lonicera zabeli, 3 to 4 ft	50.00
ì	Pyracantha Runyan Red, 24 to 30 ins.,	
١	B&B\$3.95 each	
	Rhodotypos kerrioides (White Kerria),	
	2 to 3 ft	50.00
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Full Blocks of Arborvitaes, Biotas, Junipers (Taxus-Limited Supply)

Here are several specials: (In lots of 25 and up)

 
 Juniperus excelsa stricta,
 Each

 18 to 24 ins.
 \$2.50

 24 to 30 ins.
 3.00

 30 to 36 ins.
 3.50
 Juniperus suecica (Swedish), 

EUONYMUS CARRIEREI, PATENS,

15 to 18 ins. B&B, 25 and up. . .\$1.00 18 to 24 ins. B&B, 25 and up. . . 1.25 24 to 30 ins. B&B, 25 and up. . . 1.50

#### HARDY VINES

Clematis paniculata, 2-yr. seedlings...\$15.00 Euonymus coloratus, 2-yr., field-grown...\$35.00 Silver Lace Vine, No. 1....\$35.00

#### LINING-OUT STOCK

Well-grown and well-rooted. Five acres of seedlings and transplanted stock. All under Skinner Irrigation.

SEND FOR COMPLETE LIST AND PRICES TODAY

cluded methyl bromide in pressure cans, chloropicrin, ethylene dibro-mide, Vapam, VC-13, Nemagon, allyl alcohol and formaldehyde-allyl

The afternoon session began with Prof. Alex Laurie, of Whistling Pines Garden, Inc., Eustis, giving a talk on the production, handling and selling of foliage plants. He said that they sell easily because they are long lasting, are reasonably priced, are easy to handle in stores and, most of all because of the amount of free publicity they receive in magazines and new home ads. Professor Laurie also told of the progress made to set up a standard of grades for Florida-grown foliage plants.

#### Canned Stock

Selling and handling canned stock was covered by R. E. Brown, of Goochland Nursery. Mr. Brown re-lated how he had realized large savings on fertilizer by switching to a tankage-potash mix for his canned

Mr. Brown then emphasized two important factors in the operation of his retail salesyard. (1) Keep the bed as full as possible, so that the customer can choose his own plants. (2) Change the plants around so that every two or three weeks some-

#### CANADIAN HEMLOCK

Looking for specimen plants? We offer one block of the finest specimen plants in this part of the country.

Sizes range from 3 to 6 ft. All plants are dense, severely sheared, and have excellent, fibrous root systems. These plants will satisfy the most discriminating buyers.

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Place your order now for fall, 1955, or spring, 1956.

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#### DWARF HEDGING

Per 100 Per 1000

Berberis Crimson Pygmy
2-yr., bedded plants.. \$40.00 \$375.00
3-yr., field ........ 60.00 575.00 ..... 60.00 575.00 Teucrium chamaedrys No. 1 grade ...... 18.00 160.00 No. 2 grade ...... 15.00 140.00 No. 2 grade Viburnum opulus nanum 3-yr., field ..... 45.00 425.00 Write for complete trade list.

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#### EVERGREEN EUONYMUS

Heavy advanced liners that will make up quickly in the field. Extra heavily rooted with bushy tops.

Euonymus erectus, 12 to 15 ins., T., \$35.00 Euonymus Newport, 12 to 15, T... 38.00 Euonymus vegetus, 8 to 10 ins., T. 35.00 Euonymus vegetus, 10 to 12 ins., T. 36.00

25 at 100 rate. Samples if you wish. We also have above varieties in land-scape size.

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Well sheared, full and symmetrical Area must be cleared for new plantings.

1½ to 2 ft.	2 to 2 1/2 ft.	2 1/2 to 3 ft.	3 to 3 1/2 ft.	3 1/2 to 4 ft.	4 to 4½ ft.
Globe Arborvitae	* * *		* * *	***	***
Pyramidal Arborvitae	\$1.95	\$2,25	\$2.60	\$2.95	\$3.15
Hemloek	2.25	2.95	3.50	4.25	4.95
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Juniperus canaerti	2.25	2.95	3.50	4.25	4.95
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Juniperus virginiana glauca	2.25	2.95	3.50	4.25	4.95

Low prices on TAXUS and other items.

#### SPECIAL BARGAIN

Riga, Scotch and White Pine, heavily sheared, 31/2 to 4 ft., \$2.95

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#### **HEAVY WELL-ROOTED LINERS**

Free Packing

Washington Hawthorn	Per 100	Per 1000
2-yr., S., R.P., br., 9 to 12 ins	\$12.00	\$100.00
2-yr., S., R.P., br., 12 to 18 ins		****
Cydonia japonica		
2-yr., S., 9 to 12 ins	. 6.00	60.00
2-yr., S., 12 to 18 ins		70.00
2-yr., S., 18 to 24 ins		80.00
/iburnum lantana		
2-yr., S., 6 to 12 ins	. 8.00	65.00
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I-yr., S., 6 to 12 ins	6.00	50.00
1-yr., S., 12 to 18 ins		65.00
1-yr., S., 18 to 24 ins		100.00
Red Barberry		
1-yr., S., br., 8 to 10 ins	6.00	45.00

#### **CARLETON NURSERY CO.**

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#### TAXUS CUSPIDATA

12 to 15 ins., TT. 15 to 18 ins., TT. 18 to 24 ins., TT. 24 to 30 ins., TTT.

#### CASSINELLI'S GLENDALE NURSERIES, INC.

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NURSERY MANUAL, by L. H. Bailey. Standard manual on propagation. 470 p., **\$5.50**. American Nurseryman Chicago 4.

#### **HEMEROCALLIS**

	Per 10	Per 100
Hyperion	\$2.50	\$20.00
J. A. Crawford		20.00
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Write for quantity quotations.

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MENTOR, O.

#### ..MAHONIA AQUIFOLIUM....

4300 8 to 10 ins., TT.

Available for immediate shipment only.
From field rows.

\$35.00 per 100.
\$310.00 per 1000.
250 at the 1000 rate.

D. HILL NURSERY CO.
Hazel 6-3451 DUNDEE, ILL.

thing new is in the front of the yard. Mr. Brown also labels each group of plants with a 3x5-inch plastic label on a 30-inch stake. The label contains the name and the price of the merchandise.

Fred Lawrence, citriculturist with the extension service, explained the workings of the citrus budwood certification program. He pointed out some of the major disease problems, showing excellent slides of the diseases and how the budwood certification program would help eliminate or check most of them. It is important, according to Mr. Lawrence, that nurserymen budding citrus become familiar with the program and be sure of the source of their budwood before they do any extensive budding.

#### Propagation

The field of propagation was discussed by J. N. Joiner, assistant horticulturist with the extension service, who spoke primarily on factors affecting the rooting of cuttings. He pointed out the effects of the age of the wood, the amount of leaf surface, the depth of sticking and the types of media used in the rooting of cuttings. He also described the effects of environmental factors in rooting. Cuttings removed from the bed during the short course showed the rooting was directly proportional to the amount of leaf surface. Cuttings in fine plasterers' sand were poorly rooted when compared to cuttings rooted in coarse builders' sand.

#### **Fertilizers**

Friday morning's session, August 26, was presided over by Mr. Joiner and was devoted to fertilizers and their reactions. The first speaker, Dr. D. O. Spinks, assistant professor of soils at the university, spoke on "Fertilizer Nutrients and How They React in the Soil."

Dr. Spinks started out by listing the 15 elements necessary for growth and the sources of these materials. Various soils contain some of these elements, but most of them must be supplied through fertilizers. He remarked that clay generally contains most of the 15 elements, but usually is low in nitrogen, whereas peat and muck are low in everything except nitrogen and sulphur. Sand, on the other hand, has a low retentive capacity and consequently is low in all necessary elements.

Dr. Spinks, using a bag of fertilizer, explained the analysis formula and meaning of the listed per cent of organic matter. After explaining how to figure the amount of plant nutrients available, he showed growers

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Grafted Upright Juniperus Scopulorum In varieties, 21/2 through 5 ft.

Grafted Upright Juniperus Virginiana I nvarieties, 21/2 through 5 ft.

SPRUCE

BLlack Hills, 11/2 to 2 ft., 2 to 21/2 ft.

MUGHO PINE, 11/2 to 2 ft., 2 to 21/2 ft.

SPREADING JUNIPERS

Andorra, 2 to 21/2 ft., 21/2 to 3 ft. Koster Plumosa, 21/2 to 3 ft., 3 to 31/2

Park, 11/2 to 2 ft., 2 to 21/2 ft. and 21/2 to 3 ft.

Pfitzer, staked, 1 1/2 to 2 ft. Pfitzer, compact, 21/2 ft.

Pfitzer, dwarf, 11/2 to 2 ft.

Savin, 11/2 to 2 ft., 2 to 21/2 ft.

#### SHRUBS

Barberry, Red Leaved, 18 to 24 ins., 15

Barberry, Thunberg, 18 to 24 ins., 15 to

Manchu Cherry (41), 3 to 4 ft.

Cotoneaster Acutifolia, 2 to 3 ft. Dogwood, Coral, 3 to 4 ft., 2 to 3 ft.

Forsythia, Lynwood Gold, 3 to 4 ft.

Honeysuckle, Zabel, 3 to 4 ft. Lilac, Canadian Hybrid, in variety, 3 to 4 ft., 2 to 3 ft.

Mock Orange, Sweet, 2 to 3 ft.

Mock Orange, Virginalis, 2 to 3 ft., 18 to

Ninebark, Mountain, 2 to 3 ft. Physocarpus Monogynus)

Spiraea froebel, 15 to 18 ins.

Spiraea, Garland, 2 to 3 ft.

Spiraea vanhoutte, 2 to 3 ft.

Tamarisk, Summer Glow, 3 to 4 ft.

Wayfaring Bush, 2 to 3 ft.

## SHADES AND ORNAMENTALS

Ash, Seedless Green, 5 to 6 ft., 6 to 8 ft. and 9 to 10 ft

Birch, Cut Leaved Weeping, 8 to 10 ft. Cottonwood, Cottonless, 6 to 8 ft., 8 to

Elm, American, 6 to 8 ft., 8 to 10 ft. Hackberry, & to 8 ft., 8 to 10 ft. Linden, Redmond, 5 to & ft., 8 to 10 ft.

Maple, Blair, 6 to 8 ft., 8 to 10 ft., 11/4-in.

Maple, Silver, 6 to 8 ft., 8 to 10 ft., 11/4-

Oak, Pin, 6 to 8 ft. Oak, Red, 4 to 5 ft., 5 to 6 ft.

#### PEONIES (3 to 5 eye)

100 Felix Crousse

50 Karl Rosenfield

100 Longfellow 100 Monsieur Jules Elie

50 Philippe Rivoire

100 Sarah Bernhardt

50 Walter Faxon

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how to figure costs of the fertilizers on the basis of what is present in the bag

Reaction of fertilizer in the soil also was covered by Dr. Spinks. He showed how nitrogen is broken down to the nitrate forms, which plants can use, and how pH of the soil affects the availability of the various ele-

ments present in the soil.
Dr. McElwee spoke on fertilizer mixtures for different types of plants. An important step in growing plants is the setting up of a good fertilizer program that should be directed toward producing the type of plants that are desired, requiring a minimum of labor and showing the greatest adaptability.

In applying fertilizer, cautioned Dr. McElwee, the grower should not apply more than is needed. Light, frequent applications are better than a few heavy fertilizations.

Soil testing and its interpretations always are problems among growers, said the speaker. Soil tests at best are only approximations. Their accuracy depends upon the sample, cleanliness and type of analysis em-

The types of fertilizer used by a grower will depend upon whether he is interested in stimulating flower or vegetative growth, or increasing cold

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Conservation grade, 3 mm., 8 to 12 ins	\$12.50
2/16 to 3/16-in. cal., 10 to 15 ins	. 16.00
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resistance and what is already available in the soil as indicated by soil tests. Dr. McElwee concluded by stating that, no matter what fertilizer program the grower selects, he should water, fertilize and again water.

Factors affecting fertilizer utilization by the plants was the topic of Dr. Sheehan. The effects of air, light, temperature and water were the main factors covered by the speaker. He pointed out that the texture of the soil had a great deal of effect on root growth and this generally was caused by the amount of oxygen present in the soil.

#### Root Growth

Root growth not only depends upon oxygen, continued the speaker, but also on food supplied by the leaves. The roots and leaves depend on oxygen and carbon dioxide to carry on their metabolic activities of respiration and photosynthesis in the plant. The roots must supply the raw material for these functions, and when oxygen is eliminated from the soil, the roots will not function. Therefore, a course mixture for canned stock is ideal, as the abundance of oxygen will produce good roots and a good plant. Dr. Sheehan further pointed out that temperature not only affected the metabolic activities of the plant, but rising temperatures also had a pronounced effect on the activity of the soil microorganisms which convert some of the elements into forms that the plants can use.

Light and water and their influence on nutrient uptake by the plants were discussed in some detail. Dr. Sheehan pointed out that poor root growth on many canned plants is due to poor drainage in the cans. Water lying in the cans for 12 hours or longer often injures the roots enough to stunt the growth of the plants.

#### PROTECTION OF ORNAMENTALS

[Continued from page 15]

lation, hormones and the presence of mineral nutrients. The plant is conditioned by its hereditary mechanism to respond in a given manner to any definite quantity and quality of the foregoing factors. Some of these factors, such as length of day, duration and degree of winter or summer temperatures, are naturally consistent with a given geographic region. If plants are transferred to different geographic regions, the relations, as well as the degree of the external factors, change. Sometimes the mechanism of the plant allows it to be adapted to these changes; at other times it does not.

Often the grower can change some of the factors, such as nitrogen or water supply. Occasionally the grower modifies the complex of factors influencing plant growth in a manner intended to attain certain desired objectives that are inconsistent with the normal growth cycle.

#### Controlling Vegetative Growth

I refer here primarily to prolonging the vegetative phase of growth by late nitrogen fertilization and watering. It used to be taught that shrubs and other ornamentals should not be fertilized with soluble nitrogen after July 1 and slowly soluble organic forms should only be applied early in spring. If there is an abundance of organic materials in the soil, the same effect can be obtained by supplying abundant water late in the season. When plants are forced in this manner they are rendered more susceptible to early freezes and, probably, to severe winter and spring temperatures also. Nurserymen who force their plants late in the season sometimes explain that they are taking a calculated risk. If they sell these plants early, they may also be passing the risk on to their custom-

Severe pruning or cutting back can stimulate growth and also prolong it, having much the same effect as late fertilization. Late cultivation and other root pruning might have just the opposite effect, by restricting the uptake of water and nitrogen.

#### Fall Fertilizing

In recent years there has been much talk about fall fertilization with phosphorus and potash, which is supposed to condition the plants for cold weather. I do not know of experimental evidence to indicate that this practice helps. Theoretically it appears sound. However, it may be wasteful of fertilizer, since much of it becomes available to the plant at a time when intake is at its lowest and leaching at its highest.

Fertilizing too early in the spring might induce early succulent growth, which is especially susceptible to freezes.

Plants go into their winter rest, or dormant period, from the tips downward. Consequently, early fall freezes often kill the tree by killing the bark of the crown or base of the trunk, thus cutting off passage of water and nutrients between the tops and roots. Plants known to be slow in going into dormancy are sometimes protected by mounding earth around the trunks. Mulches

# PLANT MATERIAL Fall, 1955 — Spring, 1956

5000	Dogwood, white-flowering, multiple trunk, B&B	
	4 to 5 ft	.75
	5 to 6 ft	
	6 to 7 ft	
- 5000		.30
5000	Dogwood, white-flowering, single trunk, B&B 4 to 5 ft	00
	5 to 6 ft	
	6 to 7 ft	
	7 to 8 ft	
2000	Euonymus alatus	
	br., 21/2 to 3 ft	50
	B&B, 2½ to 3 ft 2.	.00
3000	Euonymus alatus compactus	
	br., 15 to 18 ins	85
	B&B, 15 to 18 ins, 1.	
4000	br., 18 to 24 ins	25
	B&B, 18 to 24 ins	65
7000	Euonymus carrierei, 4-yr., full, heavy,	
	B&B, 15 to 18 ins	00
2000	Euonymus coloratus, 4-yr., 10 to 15 leads,	
		75
3000	Euonymus vegetus, 3-yr.,	
		50
	F	65
	Washington Hawthorn, bushy, B&B, 5 to 6 ft 5.	50
1500	Hemlock, full, heavy, B&B	
	3½ to 4 ft	50
0000	4 to 4½ ft	30
2000	Juniper, Andorra, full, compact, B&B 15 to 18 ins.	75
	18 to 24 ins	
	24 to 30 ins	
3000	Juniper, Pfitzer, full, compact, B&B	-
0000	15 to 18 ins	35
	18 to 24 ins	
500	Philadelphus virginalis, genuine double-flowering,	
		50
2000	Red Pine, sheared, full, B&B, 5 to 6 ft	50
1500	Red Pine, sheared, full, B&B, 6 to 7 ft	50
	Red Pine, sheared, full, B&B, 7 to 8 ft	00
	Scotch Pine, sheared, full, B&B, 3 to 4 ft	
2000	sheared, full, B&B, 4 to 5 ft.	
1000	sheared, full, B&B, 5 to 6 ft	
	White Pine, sheared, full, B&B, 21/2 to 3 ft	
	White Pine, sheared, full, B&B, 3 to 4 ft	
500	Syringa chinensis, B&B, 3½ to 4 ft	50

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may help in this way also. Soil mounded around trunks must be removed in the spring. Mulches may help delay spring growth or hasten fall dormancy by keeping the soil around plants cool. At other times, especially in the fall, they might be more effective in inducing succulent growth by conserving moisture and consequently making soil nitrogen more available.

Any practice which tends to reduce the free water in plant cells will increase resistance to freezing. So will any practice which tends to increase the osmotic concentration of the cell sap. Watering tends to increase the free water, especially temporarily; so watering just before a freeze might be harmful. Watering after thawing might help if part of the injury is due to desiccation. In any case, the watering would help plants recover from damage caused. Shading of plants a few days before a freeze might reduce photosynthesis in evergreen plants or deciduous plants with leaves, thus reducing carbohydrates in the cells, which in turn lowers the osmotic concentration.

Temporary measures that may be taken when a freeze is imminent are unfortunately not too effective.

Anything which will conserve or supply heat will help. Burning tires, wood or anything else or using heaters will help keep the temperature up a few degrees on still nights and is some protection against frost. This type of protection is practically worthless in the open nursery or yard when the wind is blowing, as is generally the case with a cold wave. Radiant heaters have been tried in orchards and they do a somewhat better job at a higher cost. But even with them a 5 or 6-degree differential was the best that could be obtained.

#### Mulches

Temporary mounding or mulching will help protect that part of the plant which the material covers. A complete cover may be somewhat better, but when the wind is blowing, the degree of protection afforded is usually disappointing. Plants generate practically no heat of their own, as animals do; so a blanket or other cover is only effective insofar as it prevents the warmer air under it being replaced by the colder air moving in.

Desiccation due to drying by a cold wind is undoubtedly responsible for part of the damage caused by cold waves such as that of March 27. Windbreaks and screens help prevent this type of damage.

Watering or coating with ice is the most controversial of the tempo-

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rary measures sometimes suggested. I believe the greatest benefit from watering is due to the latent heat of the water. If enough water is supplied and the original temperature of the water is well above freezing, the temperature can be kept up quite a few degrees. On the other hand, if watering is started too soon, considerable quantities of water may be taken into the plants and the increased percentage of free water in the cells might increase susceptibility to freezing. The ultimate low temperature would determine which factor prevailed. Watering might prevent some damage by desiccation. Since ice will get as cold as the surrounding air, coating with ice in itself should not, theoretically, help much, except where desiccation is a factor. Coating with ice can cause serious breakage and might initiate freezing in supercooled cells if turned on after the cells have reached the supercooled state.

In conclusion I should like to point out that the effectiveness of protective methods depends somewhat on the degree of low temperature reached. In fact, that which protects at a few degrees below freezing might actually cause greater damage at lower temperatures. Also, protective measures against frost damage might be useless against a cold wave. The best protection is proper conditioning of the plants, but even then, sometimes, extremes will cause cold damage. Most woody and perennial plants in Georgia have demonstrated a remarkable ability to recover from frost damage. As Mr. Starnes wrote after the 1894 freezes, it pays to wait and see before pulling out or severely pruning plants.

#### Summary

Protection of plants may be divided into those measures which tend to locate or condition a plant to withstand low temperatures and those which may be applied quickly to protect the plant. Measures for protection against frost differ and can usually be more effective than those for protection against cold waves.

Location of plants on sites which tend to delay growth and flowering in the spring or hasten growth in the fall can be used to advantage in preventing damage from unseasonable freezes.

Of measures which tend to condition a plant, any which reduce the free water in the plant or increase the osmotic concentration of the cell sap are helpful. Avoiding late fertilization in summer or too early

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fertilization in the spring; avoiding unnecessary watering in fall; avoiding drastic pruning, especially late in the season, and supplying adequate light for the needs of the species, especially avoiding temporary shading just prior to an expected freeze, are among measures which tend to condition plants for withstanding unseasonable cold.

Of temporary measures, anything which tends to maintain heat or prevent its loss will be effective, but the difficulty of doing this outdoors in the face of a cold wave is great. Watering by sprinkling is probably most effective by preventing drastic lowering of the temperature in the immediate vicinity of the plant. Watering too soon might actually increase susceptibility to freezing by increasing the free water in the cell sap. Protection against frost can also be obtained by preventing loss of heat from the plant by radiation by interposing a cover between the plant and the cold sky.

Admittedly there is a lot to be learned in this field. Systematic research can supply the answers. Already the use of hormones to delay vegetative growth and flowering in the spring are being tried.

#### NATIONAL NURSERIES DECREE

Hearing was held August 11 on a complaint filed last May by the federal trade commission with references to certain advertising and other business practices of the National Nurseries, Biloxi, Miss. At the time of the hearing, a consent decree was entered into, agreeable to the attorneys of the federal trade commission and the attorneys of Spurgeon Pickkering, trading as National Nurseries. Neither admission nor denial of guilt on the part of the defendant is indicated by his entering into a consent decree; the individual concerned simply agrees not to perform certain acts.

The court order issued in connection with the National Nurseries case June 23, 1955, follows:

"It is ordered that respondent Spurgeon Pickering, an individual, trading as National Nurseries, or trading and doing business under any other name or names, his agents, representatives and employees, directly or through any corporate or other device, in connection with the offering for sale, sale or distribution of nursery stock in commerce, as "commerce" is defined in the federal trade commission act, do forthwith cease and desist from:

"1. Misrepresenting the nursery

#### **FALL, 1955**

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stock offered for sale as to size, variety, age, rate of growth, production, condition or blooming time.

"2. Shipping to any purchaser nursery stock different from that advertised by respondent and ordered by the purchaser."

#### GENESEE GARDENS MOVED

Genesee Gardens, owned and operated by William G. Humphrey at Fayetteville, N. Y., for the past few years as a part-time enterprise, has been moved to a new location. Mr. Humphrey has taken over a 125-acre farm with a variety of soil types for growing a full line of nursery stock, including evergreens, deciduous trees and shrubs and perennials. The stock will be sold at a garden center at the nursery and at a sales area in Fayetteville. A complete landscape design and maintenance division will be set up for the expanding Syracuse area home builders.

The new address will be Pompey, N. Y., on U. S. Route 20. The mailing address will be R. F. D., Fabius, N. Y., or P. O. Box 104, Fayetteville, N. Y.

Mr. Humphrey for the past seven years has been landscape gardener on a large local estate and previous to that was employed by florists, nurserymen and private estate owners in the eastern section of New England, except for two and a half years spent with the aviation engineers in Europe during World War II

#### NEW JERSEY PICNIC

The North Jersey Metropolitan Nurserymen's Association held its annual summer picnic at Hackettstown Nursery, Hackettstown, N. J., on Thursday, August 25. There were 90 persons in attendance, including many of the officials of the state college and extension service. The morning was spent renewing old friendships, after which lunch was served. During the afternoon visitors toured the nursery. At 4:30 p. m. a steak dinner was served. The day was climaxed with the distribution of 45 prizes. E. S. Wyckoff.

CHARLES G. TENNENT, Tennent Nurseries, Asheville, N. C., has been named chairman of an important committee of Rotary International, the North American transportation committee. His principal duty will be to provide transportation for Rotarians in North America to the 1957 Rotary International convention being staged in Lucerne and central Switzerland.

# **FALL LINERS**

		Per 1000 in
Per	Per	10,000
100	1000	lots
Colorado Blue Spruce, X, 9 to 12 ins\$25.00		1013
Colorado Blue Spruce, X, 6 to 9 ins 18.00		
*Colorado Blue Spruce, 3-0, 5 to 10 ins 10.00		\$47.50
Colorado Blue Spruce, 3-0, 3 to 5 ins 6.00		28.00
Black Hills Spruce, X, 8 to 12 ins 22.50		
Black Hills Spruce, X, 4 to 8 ins 15.00		
*Black Hills Spruce, 3-0, 5 to 10 ins 7.50		33.00
Black Hills Spruce, 3-0, 3 to 5 ins 5.00		18.00
White Spruce, 3-0, 5 to 10 ins 7.50	35.00	
White Spruce, 3-0, 3 to 5 ins 5.00	20.00	
Norway Spruce, 3-0, 6 to 12 ins 8.00	40.00	
Taxus Cuspidata Capitata, X, 8 to 12 ins.		
(from seed, individually sheared) 65.00		* * * *
Taxus Densiformis, X, 6 to 8 ins 50.00		
Douglas Fir, X, 9 to 12 ins	125.00	
Douglas Fir, X, 6 to 9 ins		
Douglas Fir, 3-0, 3 to 8 ins 7.50		33.00
Douglas Fir, 2-0, 3 to 6 ins 6.00	28.00	25.00
Mugho Pine, 2-1, 3 to 5 ins 8.00		
*Riga Scotch Pine, 2-0, 6 to 10 ins 10.00		35.00
*Riga Scotch Pine, 2-0, 4 to 8 ins 7.50		24.00
*Riga Scotch Pine, 2-0, 3 to 6 ins 5.00		21.00
Austrian Pine, 2-1, 4 to 8 ins		45.00
*Austrian Pine, 2-0, 3 to 6 ins 5.00		21.00
White Birch, XX, 3 to 4 ft		

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# Pacts, not fables about hose-end sprayers or DID YOU EVER SEE A 15 FOOT



We hear by the grapevine that you dealers may have had your leg pulled good and hard. Seems as if a friendly (?) competitor dreamed up a real cute sleight-of-hand trick with a piece of plastic tubing 15 feet long. The idea seems to be to prove a hose-end sprayer has to lift liquids 15 feet to be any good.

Now we ask you: How ridiculous can a guy get? We'd like to see him lug a 15 foot bottle with a sprayer hooked to it in pursuit of an aphis or moth in his back yard. He (we hear tell) says our spray guns only create enough vacuum to lift liquids 3 feet or so. How many 3 foot bottles have you got in stock today?

The fact is, our friendly (?) competitor builds a sprayer, like everyone else except us, on the "venturi tube" principle. A real high vacuum is the curse of this design principle and as long as another Einstein doesn't

change the basic law of physics, they can't control this high vacuum.

And as long as it can't be controlled, the suction hole or "metering jet" has got to be so small they clog like crazy with about half the spray materials you sell to be applied through them. On the other hand,

we control the vacuum to the amount needed for any conceivable practical need and can then open the suction hole so big you can practically suck sand through it!

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Oh yes, and about that so-called bluing "test." Our friendly (?) competitor really tries to pull your leg with that one, too.

Put some undiluted bluing in the jar of one of our sprayers. Hook it up and start to spray. Look down at the suction hole and see how it is sucking into the stream at the center. Now turn the sprayer toward a wall so the sprayer is less than six inches from the wall.

Don't flinch when the bluing loaded spray splatters back

all over you. Our friendly (?) competitor says this is where you've got to "test" for mixing.

Don't send us a bill for your ruined clothes 'cause we warned you.

Set three glass jars on the ground. Now use one of our sprayers at the distance you would normally spray. Have one jar in the center of the spray pattern and one at each side. Make like the jars were a bush or your lawn. Spray 'em good from every angle. Now stop and examine the color of the sprayed bluing in the jars.

You'll see it's nice and even in color in each jar.

Well anyway, don't take any wooden nickels, 'cause we think these characters may be passing them out next.

Now look—we love competition. Good clean competition is the life blood of business. We'll stack up our spray guns against any others on the basis of properly conducted, equitable tests and bet our last ragged shirt (slightly stained with bluing) that we come out on top. We'll also bet the bluing stained pants that go with the shirt, when you sell Bradson sprayers, you'll not have a mess of service problems from dirty sprayers that can't be cleaned or are so clogged up a week after you sell them that you're in the service, not sales, business.

C.W. and Bob Brady\_

The Bradson Company, North Hollywood, Calif.

# PLANT NOTES HERE AND THERE

By C. W. Wood

#### **Dwarf Daffodils**

A combination of several factors has created a good market for many of the small hardy bulbs, including the dwarf daffodils. Because the supply is limited, it is necessary to search, in some cases, to find stock. From these and other circumstances it appears that there is room for many growers who can either locate and sell this class of stock or grow and sell their own.

When I became interested in small bulbs for a rock garden planting some 30-odd years ago, the demand for such items in America was so meager that stock was not available in this country, and importation was not at all easy. We had to grow our own bulbs from seeds and found that the growing of daffodils from seeds was no more difficult than with other plants. There is the disadvantage, however, of having to wait three or four years for the first flower. That is no doubt the reason that small bulb culture never has made much progress on this side of the Atlantic. This class of material does not lend itself to the rapid-fire, mass production that is so dear to the American heart. Fresh seeds of hardy bulbs planted in autumn in an outdoor frame should germinate the following spring, and the bulbs may be moved to nursery rows as soon as the foliage dies down, or they may remain in the seedbed until growths of the second year have disappeared. Neither the handling of small narcissi, with one or two exceptions noted later, during the seedling stage nor their after culture presents any great trouble.

The hoop-petticoat daffodil, Narcissus bulbocodium, makes an 8-inch plant, when in flower, and is available in a number of forms. The type is bright yellow throughout and carries the characteristic widely flaring cup of the class. In addition to this, there are a number of varieties available, including the following: N. b. conspicuus, with a larger flower of deeper yellow; N. b. monophyllus, pure white; N. b. praecox, large yellow flowers early in the season, and N. b. tenuifolius, smaller than the type, with early golden flowers.

The foregoing all require a soil that never dries out during the growing season and preferably one containing a generous quantity of

well-decayed leaf mold. These precautions, together with a little shade (as furnished by a large rock in the garden or lath screens in the nursery) during the hottest part of the day, are enough to make the plants thrive in climates where they are hardy. The form monophyllus, which comes from Morocco, I believe, is the tenderest of the bulbocodium forms that I know, seldom going through a winter in northern Michigan. The others were quite hardy here when given a protected spot and some evergreen boughs to catch and hold the snow.

N. canaliculatus is like a small polyanthus narcissus, with gold and white flowers. I do not now remember growing it here; so I cannot speak of its culture or its hardiness.

N. cyclamineus produces its tubular, yellow flowers early in the season. In fact, it, with N. minimus and N. bulbocodium, is the first of the daffodils to bloom. Our present plant seems to do best in a rather moist situation and either part shade or full sun; shade is preferred if the soil is inclined to dry out.

The last of the species to flower in our trials was N. gracilis. It is desirable, therefore, to prolong the nar-cissus season. But the flat yellow flowers, which are produced in abundance, are reward enough in themselves. Like most of the rush-leaved daffodils, gracilis does best in partial

On the other hand, N. juncifolius

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Small-leaved; broad, upright, dense growth; dwarf habit. Selected strain of the best quality.

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100	1000	
rate	rate	
2-in. pot	15c	
9 to 12 ins., 3-yr., TT40c	35c	
12 to 15 ins., 3-yr., TT 45c	40c	
15 to 18 ins., 3-yr., TT 70c	65c	
18 to 24 ins., 4-yr., TT 90c	85c	

Bare root only

Can be shipped during cool weather in early fall.

Minimum quantity: 100 pots or 50 B.R. shrubs, please.

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never responded to my most gracious advances; so I cannot say just what it requires in the way of care. First of all, it is not so hardy as it should be to be safe in this climate. It could be that I did not understand its needs and it might prove amenable if better understood.

N. minimus proved troublesome until someone told me that it craved a light soil, a protected spot and leaf mold. Given those conditions and plenty of moisture at the start of the growing period, it acts as if it were in its mountain home in Spain. I always thought that it, with N. minor (both of them really forms of N. pseudonarcissus, the trumpet daffodil), was the smallest of the race, but I hear from some of my friends of an even smaller one, N. nanus. The last-named is one of the trumpet type, growing about two inches high, it is said.

The angel's-tears daffodil, N. triandrus albus, is one of the delights of the race for a cool, well-drained corner in a gritty soil. In trials here, it appeared to do best on the north side of a rock, where it was shielded from the hot sun; there it prospered and increased and produced its creamy-white flowers quite freely.

#### Saxifraga Peltata

Last spring, while visiting a garden that I had not seen in 15 years, I was amazed by a planting of Saxifraga peltata which was then 2 years old from divisions. Between the first planting and the present, nothing, except the usual care given perennials, had been given it, except one thorough division. The divisions had been used to extend the planting down the stream bank. When I was there, the planting was a spectacular sight.

S. peltata is a plant of noble proportions—one that is sure to attract attention in any company. Its flowers, whitish or pinkish, come on simple scapes, in early spring, before the leaves and are rather inconspicuous. Its fortune, however, is found in its leaves, all of which are basal, coming from a horizontal rhizome, and are borne on petioles as much as three feet long. The leaves, as foretold by the specific name of the plant, are attached to the stalk inside the margin and may be as much as a foot across; hence the name-umbrella plant. It needs some protection in northern Michigan, such as six inches or more of leaves or straw after the leaves die down.

Propagation is easy by division of the rhizome, and I suppose that plants may be grown from seeds by the careful; however, I had little

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EVERGREENS	Golden Biota
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18 to 24 ins 2	.25 18 to 21 ins
24 to 30 ins 2	.50 Euonymus coloratus
Juniperus pfitzeriana	2-yr
	.35
	.50 SHADE TREES
18 to 24 ins 2	.25 Silver Maple
	.00 6 to 8 ft 2.00
Juniperus burki	8 to 10 ft 2.50
2 to 21/2 ft 2	
21/2 to 3 ft 2	
Pyramid Arborvitae	10 to 12 ft., branched 3.00
	.95 Crimson King Maple
4 ft	
5 ft	
Elegantissima Arborvitae	21/2-in. caliper
18 to 24 ins	
21/2 to 3 ft 2	
3 to 4 ft	
Woodward Globe Arborvitae	Prunus cistena
12 ins	
18 to 24 ins	
	nice. Trees well-spaced. A real buy.

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Black Hills Spruce, blue, 36 to 42 ins	-
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Colorado Blue Spruce, blue, 36 to 48 ins	
Douglas Fir, green, 36 to 48 ins	
Mugho Dwarf Pine, 18 ins	
Pyramid Arborvitae, 24 to 30 ins	

#### FALL LINERS

From Highest-Quality Seeds

	Per 100	Per 1000
Colorado Blue Spruce, XX, 4 to 6 ins	\$ 8.50	\$ 75.00
Colorado Blue Spruce, XX, 6 to 12 ins	. 13.50	125.00
Mugho Dwarf Pine, X, 3 to 6 ins	. 8.50	75.00
Mugho Dwarf Pine, XX, 4 to 8 ins	13.50	125.00
Red Norway Pine, 2-yr., 2 to 4 ins	4.00	20.00
Riga Scotch Pine, 2-yr., 4 to 10 ins.	5.00	30.00
Riga Scotch Pine, X, 3-yr., 6 to 12 ins.	7.00	50.00

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success in germinating them, and friends with better facilities to whom I sent fresh seeds reported the same trouble. The best planting of Saxifraga peltata that I have ever seen is the one mentioned here. It grows in the rich soil of a stream bank where it gets the constant seepage of the slowly moving creek, and the plants are in the light shade of surrounding trees.

#### Cow Parsnips

Another spectacular planting in this garden was made up of cow parsnips, though I did not see it at the right time to get its best effects. That comes in summer, when the plants are displaying their large umbels, 12 inches or more across, of small, whitish flowers. However, from spring till fall one can enjoy the large, broadly ovate, lobed leaves, tomentose beneath (hence the name Heracleum lanatum) on plants to seven or eight feet in height. This is an attention-arresting plant for the garden that can supply its need-a rich, moist soil. It grows naturally throughout the north from the Atlantic to the Pacific to as far south as North Carolina and Kansas; so interested readers can observe it in the wild. Grow the plant from divisions or seeds. The latter should be fresh and planted outdoors in autumn. Like most umbellifers, cow parsnips do not transplant well when in a vegetative state; so they should be sold while young or dormant.

#### **Bugbanes**

The bugbanes are coming more into their own as the years go by. These fine summer and autumn-flowering plants have much to recommend themselves to gardeners and should become even more popular when more folks get acquainted with them.

Two kinds, one commencing to bloom in late July or early August and the other in the latter part of September, are the ones in most demand. They are both good, and, blooming at different times, supple-

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ment each other rather than contend for the same place in the gardener's affections. Space need not be taken to go into the matter of names, especially of the latter.

The early-flowering form is Cimicifuga racemosa, a graceful plant of American woodlands, growing four to six feet tall, with long, erect, often branching racemes of airy, white flowers. The other plant, usually known as C. racemosa simplex, but sometimes given the dignity of specific rank under name of C. simplex and made a variety of C. foetida by others, has unbranched flower stems that are gracefully arched in place of the erect posture of the other.

They are both splendid plants when given their simple needs. That includes a soil heavy enough to retain moisture during the summer months or one containing a generous supply of leaf mold and watering in dry weather. In either case, they are best in some shade in this section. Given these simple aids, there are few better summer and fall-flowering perennials in their height class. They may be grown from seeds sown as soon as ripe and by division in early spring.

#### Silene Orientalis

Silene orientalis, which we are now told to call S. compacta, rises up often to make my face turn red. A letter this week from a new nurseryman reader is the latest in a long line. In it the reader asks if I still recommend the plant as highly as I did 20 years ago. He said that he read the recommendation in a clipping which his father had taken from an old, old issue of The Florists' Review. That recommendation was probably written in the first flush of an intimacy which has lasted to this day.

The chronology of the friendship may be briefly outlined as follows: My first acquaintance with Silene orientalis was when fruiting specimens were found in the sand dunes of Lake Michigan, north of Frankfort. Plants grown from these collected seeds were a foot tall or less, with dense heads of bright rose-pink flowers in June and July. The plant proved to be a biennial that selfsowed freely (too freely, in fact, under some circumstances). Tracing the plant through a botanical key, all I could make of it was Silene orientalis, an inhabitant of western Asia. It did not look right to find the specimen in northern Michigan, far from a garden, but an eastern botanist confirmed the diagnosis.

I later found that the plant could become a nuisance, because of its

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CROCUS SPECIOSUS ALBUS CROCUS SPECIOSUS, blue CROCUS ZONATUS, top size	18.00
LILIUM CANDIDUM (Madonna Lilies), Northern French Grown 32 to 35 cm., (75 per case) 35 to 40 cm., (50 per case)	Per case \$32.00
ROMAN HYACINTHS, White, 12 to 13 cm. White, 13 to 14 cm. Blue, 14 to 15 cm. Blue, 13 to 14 cm.	95.00
TULIPA CLUSIANA, first size	46.00

ALSO AVAILABLE: PAPER WHITES, SOLEIL d'OR, LYCORIS RADIATA, AUREA AND SOUAMIGERA; ORNITHOGALUM, LEUCOJUM, ERYTHRONIUM, RANUNCULUS AND ANEMONES; ALSO HYACINTH GLASSES IN 3 COLORS. COMPLETE LINE OF DUTCH BULBS. ASK FOR UP-TO-THE-MINUTE SPOT STOCK LIST NOW READY.

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LONG-STEMMED TULIPS: Yellow, Orange, Red, White, Black Scarlet, Mauve and their shades, or Rainbow Mixed. First size, 11/12 cms., \$3.50 per 100; \$32.50 per 1000; \$5.00 per Display Box of 150 bulbs.

Top-size tulips as above, 12 cms. and up, \$4.20 per 100; \$36.50 per 1000; \$5.00 per Display Box of 120 bulbs.

#### **FALL-FLOWERING CROCUS ZONATUS:**

First size, 7/8 cms., \$1.20 per 100; \$9.00 per 1000; \$6.00 per Display Box of 600 bulbs.

Top size, 8 cms. and up, \$1.50 per 100; \$12.00 per 1000; \$6.00 per Display Box of 400 bulbs.

HYACINTHS: Blue, White, Red, Pink, Mauve, Yellow, Mixed and their various shades. First size, 16/17 cms., \$7.50 per 100: \$70.00 per 1000; Display Boxes of 60 bulbs, \$4.50 each.

#### TULIPA FOSTERIANA RED EMPEROR:

The ideal Red early garden tulips. First size, 10/11 cms., per Display Box of 200 bulbs, \$8.00; per 1000 \$35.00.

Top size, 11/12 cms. per Display Box of 150 bulbs, \$7.50; per 1000, \$45.00.

DAFFODILS: Large Yellow, White, White and Yellow or Mixed, exhibition Trumpets. Mother Bulbs 87.50 per 100; \$70.00 per 1000; \$1.50 per Display Box of 20 bulbs.
Top size, \$6.00 per 100; \$52.00 per 1000; \$1.80 per Display Box of 30 bulbs.
First size, \$4.00 per 100; \$36.00 per 1000; \$2.00 per Display Box of 50 bulbs.

NARCISSI: Prize-winning exhibition sorts, Red Cups, White, Yellow, Mixed. Top size, \$5.50 per 100; \$52.00 per 1000. First size, \$4.50 per 100; \$38.00 per 1000. Double-nosed, 3 and Round Bulbs, per Display Box of 100 bulbs, \$3.00.

CROCUS: Blue, White, Mauve, Striped or Mixed. Tiptop, 10 cms, and up, \$2.50 per 100; \$21.50 per 1000; \$5.00 per Display Box of 200 bulbs. First size, \$9.00 per 100; \$17.00 per 1000; \$8.00 per Display Box of 400 bulbs.

YELLOW CROCUS: Tiptop size, 10 cms. and up, \$3.50 per 100; \$28.75 per 1000; \$7.00 per Display Box of 200 bulbs. First size, \$6.90 cms., \$3.00 per 100; \$25.00 per 1000; \$12.00 per Display Box of 400 bulbs. Second-size Crocus, 7/8 cms. per Display Box of 600 bulbs (Yellow), \$14.00; other colors, \$16.00.

MUSCARI (GRAPE HYACINTHS): Fine bulbs for forcing, etc. Bright blue, 10 cms. and up, \$17.00 per 1000; \$4.50 per Display Box of 200 bulbs.

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3-yr., 15 to 18 ins., T 3-yr., 18 to 24 ins., T BUDDLEIA—Charming, Cr	3.00	25.00
3-yr., 18 to 24 ins., T	4.00	35.00
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2-yr., No. 1	3,50	30.00
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3 to 4 ft	5.50	45.00
Formythia dwag (Formythi	7.50	70.00
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Hawthorn, Paul's Scarlet	7.50	70.00
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utter abandon in self-sowing, and I knew, of course, that some anaemic souls would object to its lively shade. Other than that, I am as enthusiastic about it as I was at first and still think that S. compacta has a place in our gardens. I suspect that the inquirer and other neighborhood growers could sell a lot of plants of this catchfly if they would put a few specimens in their show gardens. Perhaps I should add that I found out later from friends who garden on rich, heavy soil that the plant may get 20 inches or more tall.

#### Sedum Collinum

A Connecticut reader sends a question on Sedum collinum. So far as I can arrive at a definite conclusion on the reflexum-rupestre confusion in sedum, collinum is not a valid name and should be dropped. It was given to a garden form of S. reflexum by a writer in the English Gardener's Chronicle, as I understand it, presumably to a plant with its leaves arranged in a spiral around the stem. But that character scarcely justifies a specific or even a varietal name, because many forms of S. reflexum and S. rupestre have it. The inquirer would get much pleasure, I am sure, from a collection of reflexum and rupestre forms, if he has the time to get them together and study them. At one time I made a rather serious effort to collect and study this group of stonecrops and had to give it up as hopeless after the collection passed 100 specimens.

As to the correspondent's present plant, I advise him to drop the word collinum from his vocabulary and proceed from there to select a new label. Providing the plant in question has the other characteristics of the rupestre-reflexum group, which the inquirer no doubt understands, he will be safe to call it a rupestre form, if the leaves are flat on the face; if the leaves are terete and the stems creeping and inflorescence is drooping and fruiting inflorescence cup shaped, reflexum would be the word. Of course, it could well be that the plant might belong to one of the other closely allied species. But that story is too long to be told here. If I can be sent a pressed specimen, I shall be glad to try (try, I say) to untangle the puzzle.

J. MARTIN, JR., 59 Continental avenue, Forest Hills, L. I., N. Y., is clearing three and one-half acres in Centereach in order to start a wholesale nursery. Mr. Martin has just completed a nursery course at the Long Island Agricultural and Technical Institute, Farmingdale.



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18 to 2	4 ins.,	1-yr.,	bare	root	 	 			1.00
24 to 3	0 ins.,	bare	root		 			e ×	1.25
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2-yr., 6 to 18 ins	15c
Fastigiata Juniper	
1-yr., 6 to 12 ins	10c
2-yr., 6 to 18 ins	15c
*Greek Juniper, 1-yr., 6 to 12 ins121/2c	10c
Hetz Juniper, 1-yr., 6 to 12 ins 171/2c	15c
Irish Juniper, 1-yr., 6 to 12 ins 121/2c	10c
*Pfitzer Juniper, 1-yr., 6 to 12 ins171/2c	15c
*Compact Pfitzer Juniper	
1-yr., 6 to 12 ins	15c
Savin Juniper, 1-yr., 6 to 12 ins 121/2c	10c
2-yr., 8 to 15 ins	15c
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#### WASHINGTON STATE MEETING

[Continued from page 10]

Mrs. Walters gave a report of the winter convention meeting, January 17 and 18, which was accepted as read. She next gave the treasurer's report.

#### **Chapter Discussion**

The subject of forming local chapters was brought up for discussion at this time. L. H. McGuire spoke against the chapter plan on the grounds that the structure might become too involved. Granting that local chapters might bring out local nurserymen not now members of the state group, Mr. McGuire said he is not convinced that a breakdown to chapter organization is the panacea for all W. S. N. A. ills. The large group loses control, Mr. Mc-Guire contended. One group can commit all members, in the name of the state organization, and one group is often big and strong enough to dominate the entire state. Mr. McGuire suggested that no positive action be taken now, but that the matter be turned over to the board of advisers for further study.

Other speakers favored chapters as they now operate in California, where membership in a local group

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3 to 4 ft.	branched																						65.00
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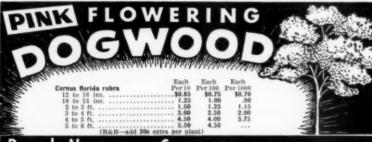
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#### SEEDS

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E. C. MORAN, Stanford, Mont.

automatically gives membership in a chapter. Argument was presented that the chapters are on a different level from the state group and that local groups of nurserymen exist now, but they are not meeting as members of the W. S. N. A.

Mr. Steward reminded the group that many other large organizations, such as the Masons, Kiwanis International and the Elks, are built on chapter or local levels. He pointed out that it was not a case of taking positive action at the moment. The question was, should this matter be a subject of inquiry by the board of advisers and should the board try to offer an acceptable plan at the winter convention? It was eventually decided that such an investigation be made.

#### Landscape Design Talks

Takeshi Kubota, Kubota Gardens, Seattle, talked on "Landscape Design" and, after thanking Mr. Steward and the W. S. N. A. for cooperation, told about the Associated Landscape Designers and Contractors, a group formed two years ago, the competitive members meeting regularly to discuss problems of mutual interest. Glenn Hunt, instructor in landscape design at the University of Washington, meets with the group as member and mentor. Mr. Kubota invited members of W. S. N. A. to attend the meetings.

Mr. Kubota stressed the importance of landscape designers' and nurserymen's knowing each other better. Nurserymen should know the kind of work offered by landscape men, and landscape men should know the extent of the local plant materials offered by nurserymen.

The importance of the modern back yard was stressed by Mr. Kubota, who stated that today that area is considered an outdoor living room with, frequently, only a shoji screen between it and the living room. Landscape men should be closer to nurserymen, because, for one thing, they should be aware of the growing habits of plants and the maintenance problem of material used in developing an outdoor living room.

His group, Mr. Kubota summed up, goes along with the nurserymen in their slogan, "It's not a home until it's planted."

#### Flower Growers' Program

Ken Maekawa, president of the Flower Growers of Puget Sound, was the next speaker. The group's members, he stated, represent 1,500,000 square feet of glass, meet the first Wednesday in the month and would welcome an opportunity to work

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# FLOWERING CRAB APPLES

ALAMEDA, purple-rose flowers, wine-red fruit

ALMEY, fiery-crimson flowers, maroon fruit

ARROW, purplish-red flowers, red fruit

ATROSANGUINEA, carmine flowers, reddish fruit

BACCATA, white flowers, red or yellow fruit ELEYL vinous-red flowers, purplish-red fruit

FLORIBUNDA, rosy-white flowers, yellow and red fruit

FLORIBUNDA PURPUREA, purplish-red flowers, purplish-red fruit

GENEVA, purplish-red flowers

GLORIOSA, purplish-red flowers, bright red fruit

HOPA, rosy flowers, red fruit

MAKAMIK, China rose flowers, purplish-red fruit

NIEDZWETSKYANA, purple-red flowers, bright red fruit

RED SILVER, China rose flowers, purplish-red fruit

SCHEIDECKERI, pale pink flowers, yellow to orange fruit

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with the W. S. N. A. Mr. Maekawa told of some of the accomplishments of the growers' association and mentioned their greenhouse management school held the past two years by the Skagit Valley Junior College, with Richard Nowadnick, in charge of vocational agriculture at the college, as director. The flower growers anticipate having the greenhouse management course again this year, and W. S. N. A. members are welcome to participate.

The Flower Growers of Puget Sound were successful in overcoming one major problem this year—that of maintaining Easter lily output and prices. This was the best year, from the standpoint of growers, in the history of this crop in the Pacific northwest. Everyone concerned made money because the growers were self-policed and organized.

Members of Flower Growers of Puget Sound depend on nurserymen to sell much of their bedding plant crop. Mr. Maekawa suggested that representatives of the nurserymen's group should attend the flower growers' meetings and flower growers should attend meetings of the W. S. N. A.

Miscellaneous business not on the agenda followed, and the morning

# PEAR SEEDLINGS

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	Heavy Taxus Liners from 3-in. Pots	
5000	Taxus, in variety: Cuspidata, browni, intermedia, hicksi, from 3-in. pots; two summers under lath and irrigation	.33
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session closed for luncheon at the main lodge first floor dining hall. This informal meal was followed by an afternoon of play.

#### Banquet

At 6 p. m. groups gathered for refreshments, and at 6:30 o'clock, a banquet was enjoyed in the main lodge hall. At this time President Steward introduced his fellow officers, members of committees and guests of honor. Then he presented the association's man of the year award — a gold watch — to Angelo Balzarini, chairman of the convention committee, for his splendid job. Afterward, members, families and guests were introduced or were self-introduced at the individual tables.

C. O. Miller, Jr., making the formal speech of the evening, had as his text, "Fat Cats Catch Few Mice." Sales volume is good, he stated; it has not been a problem to get business. However, Mr. Miller reminded his audience, volume business does not necessarily mean a profitable operation. In illustration, Mr. Miller told of several well-known firms which found that their volume was up as high as 37 per cent above normal, but their profits were only a scant 2 or 3 per cent.

The labor market, Mr. Miller stated, is thin. It is difficult to fill specific needs. Employees are more independent. The employer invests money every time he trains a new helper; so he should hire individiuals on whom he can make money. Employ those who will stay after training. Do not look for Betty Grable attributes in a woman; dress up the office some other way. Look for helpers who can keep books, spell, take dictation, type or do the work needed to be done.

Make an extensive survey of the persons hired. Relate them to the job. Then allow them the dignity that every human needs. Give them the dignity of the job as well as their pay.

#### Self-Service Popular

As to the merchandising aspect of the nursery business, Mr. Miller suggested that nurserymen study still further the pattern set up some years ago when Clarence Saunders opened the first self-service Piggly-Wiggly grocery store and started the evolution which is the new revolution. Druggists fought the trend, Mr. Miller stated, but today 50 per cent of all drug sundries are sold in food stores, not in drugstores. Hardware stores, variety stores, big drugstore chains now sell the same products nurserymen sell.

There is an entirely new concept

of business and an entirely new technique in business practice. The Na-tional Cash Register Co. has prepared a booklet containing accumulated information on self-service business, which is available to nurserymen. Mr. Miller then developed the importance of the cash register in bookkeeping and record keeping.

The evening closed with entertainment, some being provided by daugh-

ters of nurserymen.

#### **New Promotion Viewpoint**

William Moshier, whose radio and television programs and weekly newspaper articles on agricultural subjects make him one of the best known men in the field in the Pacific northwest, was the first guest speaker on Tuesday's program. He sketched. under his subject, "Promotion," the changing character of sales promotion as applied to selling nursery plants and supplies.

Mr. Moshier criticized most nursery promotions as being addressed only to the segment of population that is familiar with plant materials and ignoring the vast number of people who do not know one plant from another, yet still want a pretty yard. Those people should be taught to come to the nursery. Those are the people whom the chain stores are reaching. Those people buy on impulse when they see a plant in bloom or specially priced.

There is no use wasting effort trying to conduct a nursery in the tradition of just a few years back, when each nursery was a small, individual business serving its own clientele. Then promotion was simple—one gave good service, was friendly and helpful and had the stock on hand and time to tell customers about it. The sun of that day set, Mr. Moshier declared, when the first gas was poured into the first car. The automobile caused tremendous changes in the habits of Americans.

Nurserymen must face new facts if they are to survive; the changed conditions are here to stay. Future developments will take business still further away from old practices.

#### Seek New Buyers

The nurseryman must recognize that his market—his opportunity to make money-must include the buyer who is unaware of grades in nursery stock. Plant enthusiasts represent so small a group that only a minor percentage of promotion should be directed to them. The process of educating a customer should take place after you get him, not before.

If the prospect of getting into price merchandising is dismaying, remem-

# **20.000 SPECIMEN EVERGREENS**

This stock must be seen to be appreciated; it is GROWN RIGHT and will be DUG RIGHT

Canadian Hemlock.						31/2 to 4 ft.			
Sheared	\$2.50	\$3.00	\$3.50	\$4.00	\$5.00	\$6.00	\$6.50	\$7.50	\$8.00
Juniperus pfitzeriana,									
Trimmed		2.25	2.50	3.00	3.50				
Juniperus pfitzeriana Hill's									
Gold, Trimmed		2.25	2.50	3.00	3.50				* * *
Juniperus pfitzeriana H.P.									
Compact, Trimmed		2.50	2.75	3.25	3.75				
Juniperus hetzi glauca,									
Sheared		2.00	2.50	3.00		* * *			x 5
Juniperus hibernica							-		
fastigiata		***	***		1.50	2.50	3.50	4.00	5.00
Juniperus vonehron,									
Trimmed			2.50	3.50		***	* * *		* *
Taxus andersoni		5.00	6.00	7.50	***	* * *			
Taxus wardi, Dwarf		6.00	7.50	* * *	***			* * *	* * :
Taxus hicksi		6.00			* * *	***	* * *		* *
Taxus hatfieldi		7.50			* * *				
Taxus browni	5.00	6.00	7.50					***	3 × 1
Taxus media, wymani,									
cuspidata		5.00							
Woodward Arborvitae		2.50							+ 8.1
Pyramidal Arborvitae		2.00	2.50	3.00	3.50	4.00	5.00	* * *	
American Arborvitae		1.50	2.00	***				***	8-8.7
Barberry, Red or Green	.50	***							* * *
Pin Oak, field, 3-yr.					-		-		
transplants					.75	.80	.90	1.00	1.25
Red Dogwood (Cornus									
florida rubra)			2.50	3.00	***		* * *	* * *	
Viburnum rhytidophyllum			2.50		***			* * *	

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# SHADE AND ORNAMENTAL TREES

	Per 10 325.00 20.00 17.50 12.50 9.50 8.50	Per 100 \$225.00 175.00 150.00 100.00 80.00 70.00	\$1400.00 900.00 700.00 600.00
5 to 6 ft., 1/2 to 3/4-in. cal., T., well-branched	6.00	50.00	400.00
CATALPA SPECIOSA (Western Catalpa)	0.00	30.00	100.00
8 to 10 ft., T., well-branched	17.50	150.00	
6 to 8 ft., T., well-branched	15.00	125.00	
5 to 6 ft., T., well-branched	12.50	100.00	
4 to 5 ft., T., well-branched	10.00	75.00	
CERCIS CANADENSIS (Redbud)			
6 to 8 ft., T., well-branched	12.50	100.00	
5 to 6 ft., T., well-branched	8.50	75.00	
4 to 5 ft., T., well-branched	6.00	50.00	
3 to 4 ft., T., well-branched	5.00	40.00	
PLATANUS OCCIDENTALIS (American Sycamore)			
8 to 10 ft. T., well-branched	17.50	150.00	
6 to 8 ft., T., well-branched	12.50	100.00	
5 to 6 ft., T., well-branched	10.00	75.00	
4 to 5 ft., T., well-branched	7.50	60.00	
Wholesale Price List now ready for mailing. Write			
on our mailing list.			

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Rives, Tennessee Wholesale Growers

Evergreens, Trees Deciduous Shrubs, Roses Sand us your want list

# SURPLUS STOCK

Per 100 Per 1000

Abelia grandiflora (Glossy Abelia), field-grown

12 to 18 ins., C \$ 9.0	00 \$ 80.00
12 to 18 ins., 2-yr., br 11.0	
18 to 24 ins., 3-yr., br 16.0	00 150.00
2 to 3 ft., 4-vr., br 25.0	00

We have over 50,000 of two and three-year-old Abelia. Let us book your order while they last.

#### Hydrangea paniculata grandiflora

- 6	PARCI	OO HVI	drangea	

6	10	12 ins., C	6.00	50.00
12	to	18 ins., 2-yr., br	9.00	80.00
18	to	24 ins., 3-yr., br	16.00	150.00
2	to	3 ft., 4-yr., br	25.00	

#### Spiraea vanhouttei

#### (Van Houtte Spiraea)

6 to	12 ins., C	3.50	25.00
12 to	18 ins., C	4.50	35.00
12 to	18 ins., 2-yr., br	6.00	50.00
	24 ins., 3-yr., br	8.50	75.00
	3 ft., 4-yr., br	20.00	

#### Cornus florida

White-flowering Dogwood)

						Per 10	Per 100
2	to	3	ft.	whips	C 16	3.00	\$ 20.00
2	to	3	ft.,	well-br		5.00	40.00
3	to	4	ft.,	well-br		8.00	70.00
4	to	5	ft.,	well-br		11.00	100.00

#### NATIVE EVERGREENS

Rhododendron maximum, Kalmia latifolia, Ilex opaca, Tsuga canadensis

									Per 100	Per 1000
3	to	6	ins.,	S	*				.\$3.00	\$20.00
6	to	9	ins.,	S					. 4.00	30.00
9	to	12	ins.,	S					. 6.00	50.00
12	to	18	ins.,	S		*	*		. 8.00	70.00

#### **CUMBERLAND PLATEAU** NURSERY

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# DWARF FRUIT TREE **SPECIALTIES**

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#### FRUIT TREES

Dwarf and Standard Send for Wholesale List

KELLY BROS. NURSERIES. INC. Dansville, N. Y.

ber that people are what they are and one has to deal with them as they are. Recognize that there are few estate owners who hire skilled gardeners. Percentagewise, there are few garden experts among homeowners. The market potential is among young people buying their homes on time

Mr. Moshier suggested that a fulltime manager be employed for the nurserymen as a group. This man should know merchandising and promotion. It is not a job for the part-time man or an elected member of the group. The task needs skill and training. The next wave of competition, Mr. Moshier prophesied, will be a mighty one, with chain reactions.

#### **Inspection Matters**

George Eade, chief horticultural inspector of the state of Washington, who had been scheduled to talk on Wednesday, spoke after Mr. Moshier had concluded. Mr. Eade referred to his article in the July issue of Balls & Burlaps which contained the notice that, effective im-mediately, all existing laws pertaining to nurserymen will be enforced. This includes, Mr. Eade stated, enforcement of the Washington state grades and standards act, first adopted in 1934, then revised and adopted in 1944 at the express request of the nurserymen of the state.

When he came into the department 10 years ago, Mr. Eade stated, the emphasis seemed to be on quarantine problems and insect protection. As a result, inspection became one-sided. Recent infractions of grading have brought a broader focus to the inspection department.

The Washington standards for grading ornamental evergreen and deciduous nursery stock, roses and bulbs has been made available in a small booklet. Nurserymen should make themselves familiar with the code. They should also know the horticultural laws, from which Mr. Eade read pertinent paragraphs.

Discussion from the floor as to fine points of the grading code were cleared up by Mr. Eade, who stressed that the laws were made to protect legitimate nurserymen and that, possibly, their enforcement might be one of the means of controlling largescale chain-store operations in the nursery field.

#### **Constitution Changes**

Thomas D. Kelley, Seattle, attorney, who has been meeting with the constitution committee, next presented a discussion of the new W. S. N. A. constitution and bylaws

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All fresh, 1955 crop, grown right here in the heart of the bluegrass region. 21-lb. test weight, most reasonably priced, subject to price change and seed being unsold.

10 lbs., \$7.00; 25 lbs., \$15.00; 50 lbs., \$28.00; 100 lbs., \$55.00. All F.O.B. here.

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#### WE SPECIALIZE IN FINE **Azaleas and Camellias**

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and articles of incorporation. Incorporation, Mr. Kelley explained, carries less liability than a partnership or association. Members of either of the latter arrangements are liable in a controversy. When the incorporation is nonprofit, there are no income tax nor yearly fees. Technically, incorporation now includes only those constitution committee members who petitioned for incorporation and signed the articles which started the incorporation. A resolution will be needed to admit all association members to this incorporation.

#### **Bylaws Suggestions**

Any changes in the by-laws may be amended by majority vote of the membership, Mr. Kelley pointed out. Discussion from the floor brought out several points in the constitution and bylaws which should, in the opinion of the objectors, be elaborated or cleared so that they are less ambiguous.

Under Article III - Membership, it was suggested there should be some provision for termination of membership, because of business sale or change in firm partnership, nonpayment of dues, or failure to live up to the standards of the constitution and bylaws. This amendment was unanimously endorsed. Several other minor changes were made. A committee to take care of future changes in the bylaws will be appointed by the president. The meeting was then adjourned. Dinner in the evening followed an afternoon of play.

Wednesday morning, August 24, Stanley Walters, president of chapter 28 of the American Association of Nurserymen, convened a meeting of the chapter for election of officers and other business. A report of that session appears on another page of this issue. After the chapter meeting, the state group reconvened for the concluding business of the program. the election of officers, as previously given.

#### HIGHWAY PROGRAM

[Concluded from page 6]

(4) continuation of the present rate of \$22,500,000 in federal funds for forest highways. Total federal contribution to the \$101,000,000,000 need would thus be \$31,225,000,000 over a 10-year period.

It is on the matter of financing the program that Congress hit a snag. Even if all of the President's recommendations are not voted by the 84th Congress, it will still be the biggest highway program in history, vital to the future development of the coun-

#### **SURPLUS PLANT LIST**

Juniper, Pfitzer (sheared)
18 to 24 ins., 8&B 30 to 36
24 to 30 ins., 8&B 36 to 48
Juniper, hetzi (sheared)
18 to 24 ins., 8&B 24 to 30
Juniper, Pfitzer Compact
12 to 15 ins., 8&B 35 to 49
30 to 36 ins., 8&B 35 to 49
Juniper, Green
15 to 18 ins., 8&B 36 to 48
Juniper, Green
15 to 24 ins., 8&B 36 to 48
Juniper, Green
18 to 24 ins., 8&B 34 to 5 ft.
Juniper, Chinses
18 to 24 ins., 8&B 4 to 5 ft.
Juniper, Chinses
18 to 24 ins., 8&B 34 to 5 ft.
Juniper, Chinses
18 to 24 ins., 8&B 24 to 30 ins., B&B 15 to 18 ins., 8&B 35 to 40 ins., B&B 30 to 36 ins., 8&B 35 to 48 ins., 8&B 4 to 5 ft., B&B

Juniper, Chinese
IB to 24 ins., B&B
Juniper, Hill Dundee
3 to 4 ft. Juniper, Hill Dundee
3 to 4 ft.
Juniperus virginiana glauca
3 to 4 ft., B&B
Juniperus keteleeri
2 to 3 ft., B&B
Arborvitae, Berckmans Golden
18 to 24 ins., B&B
Arborvitae, Baker Pyramidal
2 to 3 ft., B&B
3 to 4 ft., B&B
4 to 5 ft., B&B
Arborvitae, American
15 to 18 ins., B&B
18 to 24 ins., B&B
2 to 3 ft., B&B

EVERGREENS Chamaecyparis (Plumed Cypress) 18 to 24 ins., B&B 2 to 3 ft., B&B 3 to 4 ft., PINE, MUGHO 3 to 4 ft., B&B 18 to 24 ins., 8&B 24 to 30 ins., 8&B

12 to 15 ins., B&B 15 to 18 ins., B&B SHADE TREES

Chinese Elm 6 to 8 ft., B.R. Sycamore 12 to 14 ft., 2-in. cal. Pin Oak 12 to 14 ft., 1¾-in. cal.

#### BROADLEAVED EVERGREENS

Ligustrum lucidum (Glossy Privet)
15 to 18 ins., 8&B
18 to 24 ins., 8&B
24 to 30 ins 24 to 30 ins., B&B Nandina domestica 18 to 24 ins., B&B 24 to 30 ins., B&B 30 to 36 ins. B&B Holly, Burford 15 to 18 ims., B&B 18 to 24 ins., B&B 24 to 30 ins., 8&8 Boxwood, sempervirens
12 to 15 ins., B&B
Magnolia grandiflora
2 to 3 ft., B&B
3 to 4 ft., B&B 4 to 5 ft., 8&B 5 to 6 ft., 8&B

#### FLOWERING SHRUBS

Butterfly Bush Pink, 5 to & ft., B.R. Blue. 5 to 6 ft. Cydonia japonica 3 to 4 ft., B.R. Forsythia spectabilis 4 to 5 ft., B.R. 18 to 24 ins., in cans Lonicera fragrantissima (Winter Honeysuckle) 3 to 4 ft. Magnolia soulangeana (nigra, purple) 2 to 3 ft., B&B 3 to 4 ft., B&B Z to 3 ft., B&B 3 to 4 ft Magnolia soulangeana 2 to 3 ft., B&B 3 to 4 ft Crape Myrtle William Toovey, 2 to 3 ft., B.R. Red, in gollon cans Flowering Almond 2 to 3 ft., B.R. 3 to 4 fr., B&B Tamarix 2 to 3 ft., in gallon cans Vitex 2 to 3 ft., in gallon cans Amur River South Privet 4 to 5 ft., heavy

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#### 50 MILLION FRENCHMEN CAN'T BE WRONG

No. Sir, and likewise 2,757 nurserymen can't be wrong. Every day these progressive nurserymen are buying . . . using . . . and selling REX PEAT MOSS. Rex is tops in value, is wrapped in modern Kulkonized burlap or cellophane and is sized for your every need.

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#### CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary 304 MITAU BUILDING SACRAMENTO 14, CALIF.

#### PENINSULA CHAPTER

Maunsell Van Rensselaer, director of the Saratoga Horticultural Foundation, Saratoga, N. Y., was the speaker at the September meeting of the Peninsula chapter of the Cali-fornia Association of Nurserymen, held at the Old Plantation, Los Altos, Calif. He discussed the work the foundation is doing in developing better types of shade trees. He said three requirements are kept in mind; restricted habit to adapt to smallsize lots, color and ease of maintenance. Colored slides used to illustrate the talk showed the wide variation in size and form, leaf color and resistance to pests of popular shade tree varieties. The slides also showed what the Saratoga foundation is doing to develop, standardize and perpetuate the best type of shade tree available.

Earlier in the meeting, John E. Edwards, John E. Edwards Nursery, Palo Alto, reported as chairman of the nominating committee. The slate of officers for 1955-56, proposed and adopted unanimously by the chapter, includes Walter C. Borchers, W. B. Clarke & Co., San Jose, president; John Coulter, Coulter's Nursery, San Carlos, vice-president; Jack Delehanty, Bandini Distributing Co., San Jose, secretary; Herbert Plath, H. Plath & Sons, San Francisco, treasurer, and three new directors, Vernon James, James Rare Plant Nursery, Campbell; Joe Takeda, Mayfair Nursery, San Jose, and Maunsell Van Rensselaer, chapter member.

Newly elected vice-president of th American Association of Nurserymen, Clyde Stocking, Stocking's Rose Nursery, San Jose, received an ovation from members and guests when he was congratulated on his new post. Among the 55 persons in attendance were several new mem-

The next meeting of the chapter will be turned over to officials of the state association and is scheduled for the Chukker, San Mateo, on the evening of October 6. The new president and vice-president are expected to attend, as well as Elmer Merz, executive secretary, and formal installation will be made of the chapter's new officers.

#### Beamed from Seattle

Does TV publicity pay? A clearcut answer seems to be difficult to find, but some facts are becoming apparent, according to a report received from Harold Hopkins, president of the Allied Nurserymen's Association of Greater Seattle (Wash.)

This Allied has been sponsoring a short educational TV program, "Margaret the Merry Gardener," since last April. Although the cost of TV time may run into hundreds

ALLIED USES TV



Sturdy, two-yeer-old plants, grown in the Puente Valley now recognized as the leading rose-growing section in California.

Featuring a complete list of Hybrid Teas, Climbers and Floribundes, including the newest and finest A.A.R.S. Award Winners.

FOR QUALITY, WHOLESALE ROSES, ORDER FROM

MONTEBELLO ROSE CO. 401 N. Sixth St. MONTEBELLO, CALIF. Phone Parkview 1-1721 SEND FOR OUR NEW 1955-56

CATALOG ROSE HANGER, IN COLORS, AVAILABLE ON REQUEST. of dollars per minute for spot announcements during the choice evening hours, the King TV station in Seattle donates certain times for noncommercial educational purposes, with the only costs being fees for performers and props.

To cover the cost of the performer, who, in this case, is an experienced garden speaker, the Allied has devised an assessment schedule based on the size of members' operations. The responsibility of supplying props -shrubs, charts, supplies, etc.-is turned over to a different member each week. That member is given brief recognition for bringing the materials. Otherwise the promotion is confined to displaying the Allied sign and suggesting that people patronize nurseries displaying the sign,

#### Garden Topics Featured

Each program features some spe-

#### MILTON NURSERY CO. 77th Year MILTON-FREEWATER. ORE.

Flowering, Ornamental, Shade Trees, Evergreens and Shrubs

Fruit Tree Seedlings and Angers Quince Rooted Cuttings

Combination carlots for eastern distributing points during shipping season.

We are now booking orders for Fall, 1955, and Spring, 1956. Send us your Want List.



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The finest in Northern California-

ROSES

Since 1902 -

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**RUEHL - WHEELER** Nursery Company, Inc. Ford Rd. and Bayshore, San Jose, Calif.

Write for List Today H & S Personality Roses Bred for American Gardens

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#### PACIFIC COAST NURSERY

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Pioneering Seedling Growers on the Pacific Coast Since 1914.

Specializing in Fruit Tree Seedlings and Shade and Flowering Trees.

French Apple Seedlings, Str. and Br. Domestic Apple Seedlings, Str. and Br. Bartlett Pear Seedlings, Str. and Br. Ussuriensis Pear Seedlings Mahaleb Cherry Seedlings Mazzard Cherry Seedlings Myrobalan Plum Seedlings American Plum Seedlings Angers Rooted Quince Cuttings English Privet Cuttings

John Holmason & Sons, Props.

ORNAMENTAL WOODY PLANTS AND ROSES

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cific garden topic, which may range from the use of shrubs to shade and fruit trees. Then, to maintain interest, some other garden subject is touched upon, such as pruning, spraying, weed control, etc.

Interest in the program is heightened by a second personality, Cheri Corcoran, attractive young wife of a TV program leader. She asks questions and interjects comments and observations, effectively projecting herself into the role of an inexperienced person who wants to know more garden lore.

### What Are the Results?

What are the tangible results to date? Often, according to Mr. Hopkins, it seems the by-products of an effort are easier to see than the expected results. Through joint planning and sharing of material and ideas a desirable spirit of cooperation has grown among the sponsoring nurseries. They have also learned about public relations work.

Although there is little evidence that the TV program has stimulated increased sales, the Allied members are confident that their efforts eventually will begin to bear fruit.

# NEW PLANT MATERIALS PREVIEWED

Six of the leading nurseries of southern California recently held a preview showing of new plant materials which they will offer to the gardening public next year. The showing took place at the August meeting of the Southern California Horticultural Institute, at Plummer Park Fiesta Hall, Pasadena, Calif. Representatives from Armstrong Nurseries; Burkhard & Cole; Coolidge Rare Plant Gardens: Evans & Reeves Nurseries, Inc.; Germain's, and Paul I. Howard's California Flowerland displayed the newest in roses, camellias, annuals, perennials, flowering trees and many choice ornamentals.

Besides the exhibit there was a plant forum featuring plant materials brought by the members.

# INSTALLMENT BUYING PLAN

A plan to finance landscape work on an installment basis has been put into effect by Germain's Van Nuys Nursery, Van Nuys, Calif. This plan was conceived to cater primarily to the younger couple who has purchased a new home and wishes to landscape completely, but does not have the necessary cash to have everything done at one time.

Entitled the "pay as you grow" plan, this offer covers purchases up to \$300. Under this plan the young





MODEL TREE STAND
6-POT SIZE
53.00 each
12-POT SIZE
\$5.00 each
18-POT SIZE
\$5.25 each

ORDERS DELIVERED FREE TO DESTINATION AS FOLLOWS:
CALIFORNIA—All orders \$25.00 and over.
ARIZONA - NEVADA - DREGON—Orders \$35.00 and

ARIZONA - NEVADA - OREGOM—Orders \$35.00 and over.
ALL OTHER STATES WEST OF MISS.—Orders \$50 and over.
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# THAT MAKE MONEY FOR YOU!

Wire and Redwood baskets; Redwood tubs;

Wire and ferawood tetem poles;
Plant supports;
Wrought-iron brackets and fern stands;
Plastic and lead flower pin frogs;
Can cutters;
Green mess in bales and bags;
Black Magic; Plant ties and twine;
Plastic pots and trellis;
Copper, brass and plastic planters;
Wire plant markers and plastic plates;
Other nursery supplies.

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LILACS FOR AMERICA, by Lilac Survey Committee.
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40 Varieties of Flowering Crab Apples Fruit Tree Seedlings Fruit Trees

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Azalea Mollis Prunus Besseyi, bushy, 2 and 3yr. plants

ROSES Many other items.

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Jan de Graaff's OREGON BULB FARMS P. O. Box 512

> Lilies **Daffodils**

Iris

GRESHAM, OREGON

couple can obtain free consultation with the landscaping experts of Germain's, Inc., and then can discuss the plans with the company's "pay as you grow" adviser. Plants, trees, shrubs and seeds can be selected from the nursery. In order to qualify for the plan, customers must own a home in the Los Angeles or valley

A deposit of 10 per cent is required with every order, and a small 10 per cent handling charge is made on all "pay as you grow" accounts, that are carried more than 90 days. There is no charge for carrying accounts up to 90 days. A simple record card is furnished the purchaser, showing when payments are due each month.

# OREGON MEETING

[Continued from page 11]

the Nursery Business?", he was en-thusiastic and optimistic regarding the outlook for industry, particularly in the west, where the people buy more nursery stock per capita than in any other part of the country. With the population, industry and income moving west, he expects Oregon to grow another 25 per cent in importance in the next 10 years.

# Oregon Growth Factors

Dr. White cited statistics showing that although Oregon has but 1 per cent of the nation's population, it consumes 1.2 per cent of the retail nursery stock and produces nearly five times as much plant material as it consumes. Factors which will contribute to the growth of the nursery industry in the next several years are the increased emphasis on industrial landscaping, the roadside development programs on highway conconstruction projects and the tremendous number of new housing starts.

# ROSES OLD and NEW

Fine-quality, two-year plants budded on Multiflora in over 250 varieties

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### ROSES — Field Grown

Patented and Nonpatented. Finest in roses since 1935. Write for new list and prices, Contracts and advance orders solicited.

PACIFIC NORTHWEST ROSE NURSERY GRESHAM, ORE,

# **MAHONIA AQUIFOLIUM**

(Oregon-Washington Holly-Grape)

very beautiful evergreen shrub with large glossy leaves and yellow flowers conspicuously appearing in the spring and followed by dark blue berries; a most satisfactory broadleaved evergreen for any place in the United States.

I-yr. seedlings, field-grown, row-run, \$5.00 per 100, \$35.00 per 1000.

TERMS—Check is requested before shipment or will ship C.O.D. if preferred. All orders shipped via railway express, same day they are dug.

Will ship via parcel post if postage is included with order.

No order too large nor too small.

Place your order now for fall, 1955, or spring, 1956, delivery.

# CHENOWETH'S MOUNT VERNON NURSERY

MOUNT VERNON, WASH.

# TREE PEONIES

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Rhododendrons ( Camellias Conifers Azaleas Sand for List

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The Finest Northwest-Grown Hybrids and Species Hardy Cyclamen a Specialty Catalog on Request

EDGAR L. KLINE LAKE GROVE, ORE.

It was stated that the A. A. N. has compiled for the United States Department of Agriculture a booklet on home improvement and community improvement through landscaping, which points out how correct landscaping increases the value of property. In closing, Dr. White stressed that good business management is imperative, that guarding against unethical operators is essential and that support of both state and national associations by the nurserymen is most important.

MEL-O-DEE NURSERY, 7934 Lankershim boulevard, North Hollywood, Calif., recently completed a new 2,000 square foot greenhouse.

JOHN A. ARMSTRONG, JR., Armstrong Nurseries, Ontario, Calif., has accepted an appointment to the board of directors of the new Association of Commerce and Industry.

N. W. CARTER, of the Inland Empire Nurseries, Greenacres, Wash., talked on landscaping and new plant developments, before the Fairfield Garden Club recently.

GARDEN ASSOCIATES, 1017 West Vassar avenue, Fresno, Calif., is now solely operated by Ted Green. The partnership of Curtis D. Lynn and Mr. Green was dissolved September 1.

VENETIAN GARDENS, INC., Salina, O., recently opened. The firm has a large salesroom in which flowers and accessories are sold, and adjoining are a greenhouse and a lath house in which a wide variety of shrubs, evergreens and trees is displayed. Future plans for the gardens include the planting of grass beds, where various kinds of grasses may be seen growing. Sylvester Buschur is general manager.

# A. McGILL & SON FAIRVIEW, ORE.

Wholesale only

FRUIT TREE SEEDLINGS FLOWERING ORNAMENTAL TREES SHADE TREES

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Combination carloads to eastern distributing points.

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Look below for partial list of varieties still available. FINEST QUALITY GUAR-

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Dwarf Apple Small Fruits Seedlin Seedlings Green Ash Cut-leaved Birch European White Birch Box Elder, silver variety Catalpa speciosa
Flowering Cherry
Bechtel Flowering Crab

Apple Pink-flowering Dogwood Chinese Elm Camperdown Elm
Camperdown Elm
Paul's Scarlet Thorn
Honey Locust
Globe Locust
Idaho Pink Locust Japanese Lace-leaved Maple

Maple
Palmatum Rubrum Maple
Faassen's Black Maple
Norway Maple
Red Maple (rubrum)
Schwedler Maple
Cityer Maple Silver Maple Red and Scarlet Oak Flowering Peach

Plane Tree, European Flowering Plum blireiana, Newport, pis-sardi, Thundercloud, Vesuvius, cistena, tri-loba Redbud (canadensis) Sweet Gum. B. R. and B&B

Tulip Tree Willow Azalea mollis Azalea Altaclarense California Privet

English Privet Lodense Privet Arborvitae, 12 Juniper, 22 varieties Spruce, Dwarf Alberta Spruce, Colorado Blue Spruce, Colo and Green Spruce, Norway Taxus cuspidata (Japa-

Taxus capitata (Japa-

Taxus brevitolia Taxus Browni Taxus hatfieldi

Taxus hicksi Taxus. Irish green and golden Taxus. English, upright Andromeda, Japanese Aucuba, Japanese

Boxwood Camellias Cotoneaster Daphne Fire Thorn Heather Holly, English Laurel, English

Nandina domestica Oregon Grape Osmanthus

Pernettya Rhododendrons
(A wonderful selection this year)

Skimmia, Japanese heavily berried Clematis, 22 varieties Wistaria, 7 varieties

# EXCELLENT NORTHWEST NURSERY STOCK

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They are all under irrigation and have been sprayed regularly.

Amoena 6-in, 50c; 8-in., 75c; 10-in., \$1.00; 12-in., \$1.25; 15-in., \$2.00.

Coral Bella, can be used for forcing. 6-in., 50c; 8-in., 75c; 10-in., \$1.00; 12-in., \$1.25; 15-in., \$2.00.

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\$7.50.
Ledifolia Alba
6-in., 50c; 8-in., 75c; 10-in., \$1.00; 12-in.,
\$1.25: 15-in., \$2.00; 18-in., \$2.50; 20-in.,
\$3.50; 24-in., \$5.00.
Snow, can be used for forcing.
6-in., 50c; 8-in., 75c; 10-in., \$1.00; 12-in.,
\$1.25.

maxweili 6-in., 50c; 8-in., 75c; 10-in., \$1.00. Czempferi, Fedora, Othello, Salmon Beauty, Orange Queen 6-in. 50c; 8-in., 75c; 10-in., \$1.00; 12-in., \$1.25; 15-in., \$2.00; 18-in., \$2.50; 20-in., \$3.50; 24-in., \$5.00; 30-in., \$6.00; 36-in., \$7.50.

Rooted cuttings of all the above, \$50.00

We also have the following varieties in the smaller sizes: Louise, Favorite, Beeth-oven, Johann Strauss, Rose Bud, Rose Greely and Addy Wery.

Our Azaleas are well-budded and dark green; they are bushy and are well-shaped. Come out and look before you buy.

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15	to	18	ins.				×								3.25	each	3.00 eacl
																each	4.00 eacl
21	to	24	ins.												5.50	each	5.00 eacl
																each	7.50 eacl
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4½ to 5 II., such and carry Cash and carry SPRINGFIELD NURSERY Springfield, N. J. 492 Mountain Ave.

KNAP HILL AZALEAS KNAP HILL AZALEAS

A wide range of choice varieties of the Supreme Strain of deciduous Azaleas, originated by the late Anthony Waterer; noted for wonderful colors, perfume and autumn foliage, are cataloged in a special list for American growers. Seven Awards of Merit of the Royal Horticultural Society. Prompt delivery. Seed of this strain saved from the finest plants, \$3.00 per packet, which will produce 250 plants. Cash with order. Write for seed and catalog to KNAP HILL NURSERY, LTD. Woking, Surrey, England

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Thousands of beautiful Hino-Crimson and other evergreen Azaleas. Dense, bushy, well-budded—for landscape planting and forcing. Order now, to be sure of getting what you want, as there never are enough to meet the demand.

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Sasanquas, in gal. containers, \$1.00 each.
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AZALEAS
5000 Hinodegiri, 4-in., pot-grown,
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1-YEAR, NO. 1 PLANTS	D 400
Per 100	Per 1000
Thornless Boysenberry\$5.00	\$40.00
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Strawberry plants, Gem	
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Blakemore, Dunlap and	
Robinson	7.50
Can make immediate delivery on a	il stock.

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25,000 2-yr., No. 1, mostly extra heavy,
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Blakemore, \$7.00 per 1000. Mastodon, everaring, \$8.00 per 1000.

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	TUBERO	US BEG	ION	IAS	
Giant colors.	double-flo	wering	Can	nellia	type, 8
			P	er 100	Per 1000
114 to 11	½-in				
1 1/4 to 2.	in			8.50	75.00
	********				
	TH, 3-in, U				
	e-flowering				
					Per 1000
114 to 1	16-in		8	7.50	\$ 60.00
116 to 2-	in			11.50	100,00
2-in. up		******		15.00	140.00
	Minimu	m order	\$5.0	0.	
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The finest of commercial named varieties.
ver 50 varieties. Fully upgraded.
Per 100 Per 100

No. 3, \( \frac{4}{2} \) to 1\( \frac{1}{2} \)-in.

(mainly mixed) \( \frac{7}{2}, 0.0 \) \( \frac{8}{2} \) 60.00

No. 2, 1 to 1\( \frac{1}{2} \)-in. \( 12.00 \) 110.00

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Jumbo, 2\( \frac{1}{2} \) to 3\( \frac{1}{2} \)-in. \( 25.00 \) 230.00

Mammoth, 3\( \frac{1}{2} \)-in. \( up \) 37.00 350.00

Minimum order \$5.00\$.

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We have a full line of fall bulbs, domestic
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Crocus, Lilies, Peonies, Bleeding Hearts, and
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New London, Conn.

HOLLAND-GROWN BULBS
Darwin Tulips, first size, 11 to 12 cm., 5c
each, Jubilee (blue), Wm. Pitt (red), Pride
of Haarlem (deep rose), Yellow Giant (yellow), Princess Blizabeth (rose), Queen of
the Night (blue-black), Wm. Copland
(favender), Bartigon (dark red), Clara
Butt (pink), Bartigon (dark red), Clara
Butt (pink), Bartigon (dark red), Clara
Butt (pink), Orange Favorite (orange), Sunshine (bright yellow), Red Champlon
(red), Black Parrott (blue-black),
REMBRANDT TULIPS, 7½c each,
Cordell Hul (variegated white and red),
TULIP FOSTERIANA, 19c each,
Red Emperor (large scarlet),
COTTAGE TULIPS, 7½c each,
G. W. Leak (crimson and orange), Carrara (white), Marjorie Bowen (pink and
salmon), Frincess Margaret Rose (yellow
edged scarlet), The Scarlet, Scarlet, Scarlet, Princess Care HOLLAND-GROWN BULBS

edged scarlet). BREEDER TULIPS, 5c each. Dillenburg (orange-scarlet). TRIUMPH TULIP, 5c each.

TRIUMPH TULIP, 5c each.
Kansas (white).
HYACINTHS, bedding size, 15 to 16 cm., 10c
each. Pink Pearl (deep rose), La Victoire
(carmine-red), L'Innocence (pure white),
Bismarck (sky-blue), King of the Blues
(deep blue), City of Haarlem (golden yel-

(deep blue), City of Haariem (gouen yerlow).

CROCUS, blooming size, 7 to 8 cm., 4c each, King of the Blues, King of the Whites, Golden Yellow, Striped.

MUSCARI (Grape Hyacinth), 2c each, SCILLA (Camp., mixed), 2½ c each, GIANT YELLOW TRUMPET DAFFODILS, 6½ c each, King Alfred, Solario, Golden Harvest, Music Hall

DUTCH IRISES, 8 to 8 cm., 5c each, Golden Harvest, White Excelsior, Wedgwood, BENTON COUNTY NURSERY CO., INC. Dept. \$ Rogers, Ark.

GLOXINIAS
The best commercial varieties.

Per 100 Per 1000
1 ½ to 1 ½-in.
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1 ½ to 2-in.
2 to 2 ½-in.
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Mammoth 2 ½-in, UP
35.00
Minimum order \$5.00.
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THE WIDEST SELECTION OF IMPORTED
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"Serving the World's Best Growers"
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A NEW BULB LIST EVERY MONTH!
COMMERCIAL VARIETIES OF FLOWER
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NEW FALL BULB LISTER GREADY NOW.
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Sell Stock Quickly and Easily with

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CAMELLIA LINERS FOR FALL DELIVERY 

Small Ads Do Great Things in the American Nurseryman Classified Section.

## CHRYSANTHEMUMS

Opportunity. We have originated a large selection of garden Mums, hardy north of Boston, stunt-free, disease resistant. See June issue of National Chrysanthemum Socity Bulletin, article by Cowles. We wish to distribute these plants through a grower not at present handling Mums. Exclusive contract offered on either sale or royalty basis. Drop in or write. North Shore Gardens, 13 Spring St., Ipswich, Mass.

HARDY CHRYSANTHEMUMS Nice, young stock from 2-in. pots. Over 50 fine varieties. Our selection, 20 of variety. Your choice of tall or short kinds 2.00 per 100. RUSSELL BREECE, R. 3, Delaware, O.

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#### COTONEASTERS

This is one of the har which went through 20 d without any harm. It has cranberries which color us	diest Cotoneasters legrees below zero large berries like
August and remain on ur It grows rather flat and plant to combine with fou especially with ranch-type offer the following for 195	ntil very late fall. I makes an ideal indation plantings, e houses. We can
Strong, 1-year seedlings, branched, 4 to 8 ins	\$25.00 \$225.00
Transplants, 2-year, 8 to 12 ins	50.00
Cotoneaster horizontalis, strong 1-year seedlings	
Cotoneaster divaricata, 1-y seedlings, 6 to 8 ins C. HOOGEND	10.00 90.00
Turner Rd.	Newport, R. I.

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DELPHINIUM BELLADONNA IMPROVED August-sown field seedlings August-sown field seedlings \$4.00 per 100, \$36.00 per 1000. RUSSELL BREECE, R. 3, Delaware, O.

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EVERGREEN LINERS AND O POT-GROWN AND TRANS	PLA:	NTS
Each—Pe	r 100	Per 1000
Arborvitae, American, dark		80.00
green, 1-yr., 6 to 7 ins	0.22	\$0.20
Arborvitae, globe woodward,	9.0	.20
5 to 6 ins	. 6.6	.20
Arborvitae, pyramidal, 1-yr., 6 to 7 ins	9.0	.20
Juniperus Pfitzer Armstrong,		. = 0
1-yr., 3 to 4 ins	24	.22
1-yr. pots, 6 to 7 ins.	22	.20
2-yr., transplants, 6 to 9 ins	.29	.27
Juniperus glauca Hetzi, 1-yr., 6 to 7 ins		
6 to 7 ins	.20	.18
Juniperus glauca Hetzi, 3-yr., transplants, 12 to 15 ins		
transplants, 12 to 15 ins	.35	,32
Taxus cuspidata, 2-yr.,		
6 to 9 ins	.24	.22
Taxus Browni, 2-yr., 5 to 6 ins. Taxus media No. 8, spreading,	.24	.22
Taxus media No. 8, spreading,		
2-yr., 6 to 9 ins	.24	.22
Taxus media, spreading, 2-yr., 6 to 9 ins.		
6 to 9 ins	.24	.22
Taxus Andersoni, 2-yr.,		0.0
6 to 9 ins	.24	.22
Taxus Hicksi, upright, 2-yr.,	0.4	9.0
6 to 9 ins Euonymus alatus compactus, 1-y	.24	. 6 .0
6 to 7 ins	40	.16
Korean Boxwood, 1-yr., 3 ins.	20	.18
Viburnum, leather-leaved;		.10
1-yr. pots	27	.37
HEAVY ROOTED CUTT	ENTER	
From flats, rooted outside in l		
Delivery now.	errir 1	rouse.
Boxwood, Korean, hardy	0.09	\$0.08
Roxwood, sempervirens.		
2 to 3 ins	.07	.06
5 to 6 ins., 2-yr., branched Euonymus erectus, 3 to 4 ins Euonymus patens, 3 to 4 ins	.09	.08
Euonymus erectus, 3 to 4 ins	.07	.06
Euonymus patens, 3 to 4 ins	.07	.06
6 to 7 ins	.12	.10
Arborvitae, pyramidal, 5 to 6 ins.	.11	.10
Arborvitae, globe, 4 to 5 ins	.11	.10
green; 5 to 6 ins	.11	,10
Taxus Hicksi, 5 to 6 ins	.11	.10
Taxus cuspidata, 5 to 6 ins	.11	,10
Taxus media, spreading,		***
5 to 6 ins	-11	.10
Taxus Andersoni, 5 to 6 ins Taxus media No. 8, 4 to 5 ins	.11	.10
Taxus media No. 8, 4 to 5 ins.	.11	.10
Taxus Browni, 4 to 5 ins	.11	.10
Taxus Browni, 4 to 5 ins Taxus Andersoni, 4 to 5 ins Taxus Hatfieldi, 4 to 5 ins	11	.10
Terms: 2 per cent discount an	3 600	door or
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teed 100 per cent satisfactor;	OCK.	guaran-
within 5 days for full refund, pl	na fr	Ill ship
ping charges paid.	W 2 1	m emb.
pring tridifice parts.		

250 plants at 1000 rate. MIAMI NURSERY CO.

Tipp City, O.
TAXUS
Excellent quality. For fall shipment. Ca and trailer loads only, with Japanese beetle certificate.
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Taxus capitata (Upright Yew)
3 to 31/2 ft\$6.7
3 1/2 to 4 ft 8.0
4 to 41/2 ft 9.50
Larger sizes up to 9 ft.
Taxus cuspidata (Spreading Yew)
1½ to 2 ft 4.00
2 to 21/4 ft 5.21
Taxus hicksi (Hicks Yew)
2 to 21/2 ft 4.00
21/2 to 3 ft 5.00
Larger sizes up to 41/2 ft.
Also Taxus hatfieldi, T. intermedia, T. Ver-
meulen, and others. Write for complete list
BULK'S NURSERIES
610 W. Montauk Hwy. Babylon, L. I., N. Y

EVERGREEN LINERS		
BERCKMANS' BIOTA A. N.	100	1000
2-in. pots, 1-yr	95 8	0 20
Field-grown, 3-yr.	.55	.50
Field-grown, 2-yr.	.40	.35
PYRAMIDAL ARBORVITAE	.40	.33
Field-grown, 4-yr,	.60	.55
Field-grown, 2-yr,	.30	.25
WOODWARD GLOBE ARBORVIT	AE	
2 1/2 -in. pots, 1-yr	.20	.1614
Field-grown, 4-yr	.60	.55
Field-grown, 2-yr	.30	.25
EXCELSA ARBORVITAE	.00	
	.20	.16 14
Field-grown, 2-yr		.35
TAXUS COLUMNARIS		
2 1/2 -in. pots, 1-yr	.22	.16 16
PFITZER JUNIPER		
21/2-in. pots, 1-yr	.18	.15
21/2-in. pots, 1-yr. (heavy)	.2214	.1836
	.45	.40
Field-grown, 1-yr,	.30	.25
Rooted cuttings	.12	.10
BLUE PFITZER JUNIPER		
2 1/4 - in. pots, 1-yr	.25	.20
Field-grown, 2-yr	.45	.40
Field-grown, 1-yr	.30	.25
Rooted cuttings	.13	.12
ARMSTRONG PFITZER JUNIPER		
2-in. pots, 1-yr	2214	.18 16
2-in. pots, 2-yr		.221/4
Field-grown, 3-yr,	.45	.40
HETZ GLAUCA JUNIPER		
2½-in. pots, 1-yr	2214	1814
RURKI JUNIPER		
2 ½ -in. pots, 1-yr	.27%	.221/4
TERMS: Cash with order. Free	pack	ng.
Orders for spring held for ¼ d	eposi	t.
300 plants of one variety at 100	00 rat	e.
Not less than 50 of a varie		
VOGE NURSERY		
New Lebanon, O.		
Liew Debanon, O.		
HARDWOOD CUTTING	2	

HARDWOOD CUTTINGS
Unrooted, from our own blocks and plantings. Hand-trimmed, ready for bed planting.
Guaranteed true to name. 

BOB NEPRASH NURSERIES
Rt. 2 Cedar Rapids, Ia. Net cash.

HAAS HOME NURSERIES
29th and Poplar Sts.
Terre Haute, Ind.

SEEDLINGS AND TRANSPLA Cash, please.	NTS
Variety and size Per 100	Per 1000
Fir. Balsam, 2 to 4 ins., S\$3.00	\$20.00
Fir, Blue Douglas, 4 to 6 ins., S. 4.00	30.00
Fir. Blue Douglas, 6 to 8 ins., S. 5.00	40.00
Larch, European, 12 to 18 ins., S. 5.00	40.00
Pine, Austrian, 2 to 4 ins., S 3.00	
Pine, Austrian, 6 to 8 ins., T 10.00	****
Pine, Dwarf Mugho, 2 to 4	
ins., S 3.00	20.00
Pine, Ponderosa, 4 to 6 ins., S. 3.00	20.00
Pine, Red, 2 to 4 ins., S 3.00	20.00
Pine, Red, 4 to 6 ins., S 4.00	30.00
Pine, Red. 6 to 8 ins., T10.00	****
Pine, Scotch, 4 to 6 ins., S 4.00	30.00
Pine, Scotch, 8 to 12 ins., T 10.00	****
Spruce, Black Hills,	
	90.00
2 to 4 ins., S 3.00	20.00
Spruce, Engelmann,	
2 to 4 ins., S 3.00	
Spruce, Col. Blue, 2 to 4 ins., S. 3.00	
Spruce, Col. Blue, 4 to 6 ins., S. 4.00	30.00
Spruce, Norway, 2 to 4 ins., S 3.00	
C. WILSON'S NURSERY, PEMBINI	

	CI CI
2-YR. EVERGREEN SEEDLING	1000
Colorado Blue Spruce,	1000
3 to 6 ins \$ 7.50	897 FA
Scotch Pine (Cert. Austrian),	401.00
4 to 8 ins	35.75
Juniper, scopulorum,	20.12
Juniper, scopulorum,	65.00
6 to 10 ins	
	* * * *
Colorado Blue Spruce,	
3-yr., 5 to 10 ins 12.00	* * * *
Norway Spruce, 4-year,	
10 to 16 ins 10.75	* + + +
White Spruce, 4-year,	
10 to 16 ins 12.75	6 4 5 5
Juniper, scopulorum, 4-year,	
12 to 24 ins	* * * *
American Arborvitae, trans-	
plants, 10 to 16 ins 19.75	****
Postpaid up to zone 4.	
REMITTANCE with order, packing	
Orders accepted for fall and spri	ng.
NEUNER'S EVERGREEN NURSE	RY
368 Eicher Rd. Pittsburgh	2, Pa.
GRADED SEEDLINGS AND TRANSPI	ANTS
2-year seedlings 100	1000
Riga Scotch Pine, 4 to 8 lns\$5.00	
Austrian Pine, 3 to 6 ins 4.00	20.00
	20.00
Norway Spruce, 4 to 8 ins 4.00	20.00 25.00 25.00
Norway Spruce, 4 to 8 ins 4.00 Colo. Blue Spruce, 2 to 4 ins 4.00	20.00 25.00 25.00
Norway Spruce, 4 to 8 ins 4.00 Colo, Blue Spruce, 2 to 4 ins 4.00 3-year seedlings	20.00 25.00 25.00 25.00
Norway Spruce, 4 to 8 ins 4.00 Colo, Blue Spruce, 2 to 4 ins 4.00 3-year seedlings Norway Spruce, 8 to 14 ins 6.00	20.00 25.00 25.00 25.00 35.00
Norway Spruce, 4 to 8 ins 4.00 Colo. Blue Spruce, 2 to 4 ins 4.00 3-year seedlings Norway Spruce, 8 to 14 ins 6.00 Engelmann Spruce, 4 to 8 ins 6.00	20.00 25.00 25.00 25.00
Norway Spruce, 4 to 8 ins 4.00 Colo. Blue Spruce, 2 to 4 ins 4.00 3-year seedlings Norway Spruce, 8 to 14 ins 6.00 Engelmann Spruce, 4 to 8 ins 6.00 4-year, well branched transplants	20.00 25.00 25.00 25.00
Norway Spruce, 4 to 8 ins 4.00 Colo. Blue Spruce, 2 to 4 ins 4.00 3-year seedlings   Norway Spruce, 8 to 14 ins 6.00 Engelmann Spruce, 4 to 8 ins 6.00 4-year, well branched transplants   Concolor Fir, 6 to 12 ins \$30.00	20.00 25.00 25.00 25.00
Norway Spruce, 4 to 8 ins 4.00 Colo. Blue Spruce, 2 to 4 ins 4.00 3-year seedlings Norway Spruce, 8 to 14 ins 6.00 Engelmann Spruce, 4 to 8 ins 6.00 4-year, well branched transplants Concolor Fir, 6 to 12 ins \$30.00 Blue Douglas Fir. 6 to 12 ins 20.00	20.00 25.00 25.00 25.00
Norway Spruce, 4 to 8 ins. 4.00 Colo. Blue Spruce, 2 to 4 ins. 4.00 3-year seedlings Norway Spruce, 8 to 14 ins. 6.00 Engelmann Spruce, 4 to 8 ins. 6.00 4-year, well branched transplants Concolor Fir, 6 to 12 ins. \$30.00 Blue Douglas Fir, 6 to 12 ins. 20.00 Am. Arborvitae, 10 to 16 ins. 20.00	20.00 25.00 25.00 25.00
Norway Spruce, 4 to 8 ins	20.00 25.00 25.00 25.00 35.00
Norway Spruce, 4 to 8 ins 4.00 Colo. Blue Spruce, 2 to 4 ins 6.00 3-year seedlings Norway Spruce, 8 to 14 ins 6.00 Engelmann Spruce, 4 to 8 ins 6.00 4-year, well branched transplants Concolor Fir, 6 to 12 ins \$30.00 Blue Douglas Fir. 6 to 12 ins 20.00 Am. Arborvitae, 10 to 16 ins 20.00 Colo. Blue Spruce, 4 to 8 ins 15.00 Scotch Pine, 10 to 16 ins 15.00	20.00 25.00 25.00 25.00
Norway Spruce, 4 to 8 ins	20.00 25.00 25.00 25.00 35.00
Norway Spruce, 4 to 8 ins. 4.00 Colo. Blue Spruce, 2 to 4 ins. 4.00 3-year seedlings Norway Spruce, 8 to 14 ins. 6.00 Engelmann Spruce, 4 to 8 ins. 6.00 4-year, well branched transplants Concolor Fir, 6 to 12 ins. 20.00 Blue Douglas Fir. 6 to 12 ins. 20.00 Am. Arborvitae, 10 to 16 ins. 20.00 Colo. Blue Spruce, 4 to 8 ins. 15.00 Scotch Pine, 19 to 15 ins. 15.00 Norway Spruce, 5-yr., T., 12 to 16 ins. 20.00	20.00 25.00 25.00 25.00 35.00
Norway Spruce, 4 to 8 ins. 4.00 Colo. Blue Spruce, 2 to 4 ins. 4.00 3-year seedlings Norway Spruce, 8 to 14 ins. 6.00 Engelmann Spruce, 4 to 8 ins. 6.00 4-year, well branched transplants Concolor Fir, 6 to 12 ins. \$30.00 Blue Douglas Fir, 6 to 12 ins. 20.00 Am. Arborvitae, 10 to 16 ins. 20.00 Colo. Blue Spruce, 4 to 8 ins. 15.00 Norway Spruce, 5-yr, T., 12 to 16 ins. 20.00 Euonymus patens, 6 to 10 ins. 20.00	20.00 25.00 25.00 25.00 35.00
Norway Spruce, 4 to 8 ins. 4.00 Colo. Blue Spruce, 2 to 4 ins. 4.00 3-year seedlings Norway Spruce, 8 to 14 ins. 6.00 Engelmann Spruce, 4 to 8 ins. 6.00 4-year, well branched transplants Concolor Fir, 6 to 12 ins. 30.00 Blue Douglas Fir, 6 to 12 ins. 20.00 Am. Arborvitae, 10 to 16 ins. 20.00 Colo. Blue Spruce, 4 to 8 ins. 15.00 Scotch Pine, 10 to 16 ins. 15.00 Norway Spruce, 5-yr., T., 12 to 16 ins. 20.00 Euonymus patens, 6 to 10 ins. 20.00 Cash with order, please. Packing fr	20.00 25.00 25.00 25.00 35.00
Norway Spruce, 4 to 8 ins. 4.00 Colo. Blue Spruce, 2 to 4 ins. 4.00 3-year seedlings Norway Spruce, 8 to 14 ins. 6.00 Engelmann Spruce, 4 to 8 ins. 6.00 4-year, well branched transplants Concolor Fir, 6 to 12 ins. \$30.00 Blue Douglas Fir, 6 to 12 ins. 20.00 Am. Arborvitae, 10 to 16 ins. 20.00 Colo. Blue Spruce, 4 to 8 ins. 15.00 Norway Spruce, 5-yr, T., 12 to 16 ins. 20.00 Cash with order, please. Packing fr F.O.B. Angola.	20.00 25.00 25.00 25.00 35.00
Norway Spruce, 4 to 8 ins. 4.00 Colo. Blue Spruce, 2 to 4 ins. 4.00 3-year seedlings Norway Spruce, 8 to 14 ins. 6.00 Engelmann Spruce, 4 to 8 ins. 6.00 4-year, well branched transplants Concolor Fir, 6 to 12 ins. 30.00 Blue Douglas Fir, 6 to 12 ins. 20.00 Am. Arborvitae, 10 to 16 ins. 20.00 Colo. Blue Spruce, 4 to 8 ins. 15.00 Scotch Pine, 10 to 16 ins. 15.00 Norway Spruce, 6-yr. T. 12 to 16 ins. 20.00 Euonymus patens, 6 to 10 ins. 20.00 Cash with order, please. Packing fr	20.00 25.00 25.00 25.00 35.00

EVERGREEN SEEDLINGS Blue Douglas Fir, 5 to 8 ins.,

250 at 1000 mate. Dooking from

in years.

	200	) W.C.	10	UU	LH	16.	1.80	Rini	8 1	ree.	
Lake	St.	w.	S.	Y	OE	NU	JRS	ERI		Madison,	0.
- 1	TEST	D.C	D/	) III	INI	TIT	MILE	EVE:	Y.	INFDG	-

FIELD-GROWN JUNIPER LINERS

Andorra Juniper, 1-yr., 2 to 12 ins. . . \$12.90
English Juniper, 1-yr., 8 to 12 ins. . . 12.90
Juniperus fastigiata, 1-yr., 8 to 12 ins. . . 12.90
Juniperus fastigiata, 1-yr., 8 to 12 ins. . . 12.90
Hetz Juniper, 2-yr., 8 to 12 ins. . . . 12.90
Hetz Juniper, 2-yr., T., 12 to 15 ins. . . 20.00
Pfitzer Juniper, 2-yr., T. 12 to 15 ins. . . 20.00
Pfitzer Juniper, 2-yr., 8 to 12 ins. . . 12.90
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Von Ehron Juniper, 1-yr., 8 to 12 ins. . 12.90
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ATHENS NURSERY CO.

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All of our large stock must be sold this fall. Best offer buys one or all.
790 Canadian Hemlock, 6 to 25 ft., many specimens.

Taxus cuspidata, 3 to 6 ft., many specimens.

specimens.
75 Taxus cuspidata, 3 to 6 ft., many specimens.
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50 Taxus Hickai, 3 to 7 ft.
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South Main St.
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500 choice plants, 24 to 42 ins.
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150 choice trees, 24 to 30 ins.
150 choice trees, 24 to 30 ins.
Will make special price on whole lot in ground, or B&B, or will sell lots of 30 or more. Cash. Purchaser of whole lot can have until next spring to finish moving them.

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PFITZER JUNIPER
Rooted cuttings, \$10.00 per 100, \$90.00 per 100.
Transplants, 10 to 15 ins., 56c.

Transplants, 10 to 15 ins., 50c. JUNIPERUS GLAUCA HETZI 10 to 15 ins., 50c. 15 to 20 ins., sheared, 75c. CHARLES J. SANDERS Monongahela-Bentleyville Rd. Monongahela, Pa.

NANDINA SEEDLINGS
1-yr., 4 to 6 ins. \$ 5.00 per 100
2-yr., 8 to 10 ins. 10.00 per 100
3-yr., 12 to 15 ins. 15.00 per 100
PINKSTON NURSERIES
Parrott, Ga.

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SEEDLINGS
BIOTA ORIENTALIS, 2-yr., bed-grown in soils prepared to produce fibrous root systems.

tems.
2-yr., 10 to 14 ins., \$30.00 per 1000;
1-yr., 3 to 5 ins., \$15.00 per 1000;
These are packed to reach you in firstclass condition.
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COLORADO BLUE SPRUCE

229, 4 to 7 ft, tall, well-branched to the
ground and first-class sections. Over 54
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4 to 8 ft, 44 per cent blues; many shiners.
Row-run, \$4,50. Contract for them all, at
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Also have 200 specimen Black Hills, 3 to 7 ft.

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STOCK FOR SALE, B&B Juniperus Hetzl, 24 to 39 ins.; 30 to 36 ins. Irish Juniper, 3 to 4 ft. Pfitzer Juniper, 24 to 30 ins.; 30 to 36 ins. Spiny Greek Juniper, 24 to 30 ins.; 30 to 36

Ins.
American Arborvitae, 30 to 36 ins.; 3 to 4 ft.
Andorra Juniper, 30 to 36 ins.
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406 N. Locust St. Onarga, Ill.

HEAVY ROOTED CUTTINGS 

#### OLD ENGLISH BOXWOOD LINERS

2 years in bed, \$15.00 per 100, \$125.00 per 1000. Cash with order. Free sample on request.

#### BROWN'S NURSERY Harmony, N. C.

These		ant		2	ır	e		e	x	tı	ra	ī	1	he	9.8	11		,		8	h	e	a	re	d	3
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SHEARED NORWAYS SHEARED NORWAYS
Closing out large Evergreens.
Reasonable offer on grounds accepted.
90 extra quality, sheared Norways, \$ to 8
200 extra dense, sheared Am. Arborvitae,
5 to 7 ft.
Some nice Yews and Hemlocks.

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1-year seedlings \$30,00 per 1000

2-year seedlings 50,00 per 1000

3-year seedlings 100,00 per 1000

4-year ransplants 250,00 per 1000

3 ft., B&B, \$3,00

4 to 5 ft., B&B, \$5,00

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Jericho Turnpike, Middle Island, L. I., N. Y.

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TAXUS CAPITATA 2-yr, seedlings, 3 to 5 ins. packed to reach you in perfect condition. \$12.50 per 100, \$100.00 per 1000. 10 per cent discount in lots of 25,000. Will ship now or book for spring.

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Abelias, Globe Arborvitae, Pfitzer's Juniper, Leucothoe cateabaei, Ilex microphylia, Pyracantha Lalandi, Pieris japonca, Taxus cuspidata, Taxus capitata, Taxus Hicksi, \$8.00 per 100, \$75.00 per 1000, Pachysandras, \$3.50 per 100, \$30.00 per 1000, \$20.00 per 1005.

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Exceptionally nice
115 to 18 ins. 124 52.75 22.50
18 to 24 ins. 3.65 3.25 2.00
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3500 Human cs.

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Rooted cuttings, 6 to 10 ins., from open
sandbeds, \$5.00 per 100, \$70.00 per 1000;
30,000 ready to go.
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PFITZER 30 to 36 ins., B&B 4.00 each 2 to 4 ft. B&B ... 4.00 each NICK'S COMPACT PFITZER 30 to 36 ins., B&B ... 4.50 each 3 to 4 ft., B&B ... 4.50 each WHITE FLOWERING DOGWOOD 3 to 4 ft., X. B&B ... \$1.75 each 4 ft., X.

POTTED LINERS, 24-IN. POTTED LINERS, Pfitzer Juniper, 6 to 10 ins. Ilex Burfordi, 6 to 10 ins. . . llex rotundifolia, 5 to 8 ins.
English Ivy, 6 to 12 ins.
Nandina, 5 to 8 ins.

J. G. TSCHINKEL 115 N. Plymouth Huntsville, Ala.

PFITZER JUNIPER unrooted cuttings, 12 ins. long, \$15.00 lo; same stock, 8 to 10 ins., \$10.00

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Fall planting pays off with good stands and added growth. Write for our complete price list of liners, strong, well-established in 2½ and 2½-in, pots.
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Strong 2-year seedlings.
Seed sown lightly.
Plants grown with plenty of room in beds.
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2½ ACRES
EVERGREEN STOCK
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Junipers, Pfitzer and Hetzi glauca, cut-ngs, 5 to 10 ins., heavy, rooted in Krum, 10.00 per 100, \$85.00 per 1000, in lots of more. Robinson Greenhouses, Robinson, Ill.

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We have in surplus about 300,000 Pyrus
Calleryana in fine, well-rooted seedlings that
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# 12,000 CHINESE CHESTNUT TREES

Well-branched, heavy caliber, 2 to 8 ft.. Originate: Government selected, Hopi Prov-ince, China. Must be disposed of. See them if possible, and make us an offer.

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2000 bearing-age Apples, mostly 1 to 2½.

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PACHYSANDRA TERMINALIS — strong rooted cuttings, \$3.75 per 100, \$3.50 per 1000 \$32.50 for any order of 5000 or more.

Prompt shipment. Beetle zone only,
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Healthy, field-grown in sandy loam soil.
All state inspected.
Priced per unit; minimum order, 25 of a
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Anchusa myosotidifora
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Asclepias tuberosa
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Campanulas, double flowered
(Cup-and-Saucer)
Campanulas, rose, white, blue
or mixed ...\$0.06 or mixed Carnation hardy Grenadin, choice Carnation hardy Grenadin, choice of 5 colors or mixed.

Catananches, blue
Centaureas, rose
Coreopsis double Sunburst
Delphinium Pacific Hybrids, 12 mixed
Delphiniums, Belladonna,
Bellamosum
Delphinium Lamartine
Dianthus, Barbatus (Sweet
William), tall, mixed; Newport
Pink and dwarf mixed
Dianthus deltoides erectus, pink
or red
Dianthus Galety, mixed
Dianthus plumarius, mixed
Dianthus plumarius, mixed
Dietalia Giant Shirley, mixed
Dietalia Giant Shirley, mixed
Dietalia, 2 to 5-eye, 30c;
5 to 8-eye, 40c.
Feverfew, double flowered white.
Gaillardias, Dazzler, Burgundy.
Geum Lady Stratheden (Golden
Ball) Geum Lady Stratmeden Ball) Geum Mrs. Bradshaw, double .10 white white .....eris sempervirens, white .12 Iris Kaempferi (Japanese), mixed Lavandula Vera (Munstead Lavandula vera (Munsteau strain)
Liatris September Glory....
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Phloxes, tall, 10 leading varieties
Poppy, Oriental, scarlet shades...
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Pyrethrums, singles, mixed. .04
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Viola Apricot, \$10.00 per 1000.
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KAZOO-GARDENS NURSERY
Bert Van Eugen Kalamazoo 33.

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A PERENNIAL THAT BLOOMS ALL SUMMER.

Cut flowers from May until September, on wiry stems, 2 to 2½ ft. Very hardy and drought resistant, A variety of Heuchera (Coral Bells), coral-pink. Plant now.

F.O.B. Battle Creek, Minimum order, \$10.00.

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HEMEROCALLIS, BARGAIN PRICES
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\$1,50 per 10, \$12.00 per 100.
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Festival, Hyperion, Patricia, Theron, Vesta.
\$2.00 per 10, \$15.00 per 100.
Caballero, Hesperus, Pink Charm, Serenade.
\$2.50 per 10, \$20.00 per 100.
HURLEY NURSERY, PAINESVILLE, O.

TEUCRIUM CHAMAEDRYS
Per 100
Per 1000
rooted cuttings . . . . \$6.00 \$50.00 trong, rooted cuttings .....\$6.00 \$50. PLANE VIEW NURSERY, Newport, R. I.

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SNYDER'S
Strong, blooming-size plants from open
SNYDER'S PERENNIAL SPECIALTIES Strong, blooming-size plants from open field beds, started early this spring unless otherwise described. Priced per 100; 25 at the 100 rate. ANEMONE PULSATILLA
ANEMONE PULSATILLA
Spring-blooming Anemone, 2-yrold plants. Lilac, violet and gold, silver setting \$4.00 Rubra, velvety maroon, gold center 4.00 AQUILEGIAS
AQUILEGIAS All long-spurred: from finest seed.
All long-spurred; from finest seed. Blue shades, white center, true, 2-yr. \$5.00 Chrysantha, soft yellow, heavy 4.00 McKana Hyb., All-America selection. 7.00
McKana Hyb., All-America selection 7.00
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Stocky, branched plants, colors below\$4.00 Cardinal Red Snow White
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Sapphire, large-flowered, rich blue 5.00 Chinense alba, white, taller 3.00
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Blue Bird, medium blue, white bee\$6.00 King Arthur, royal-violet, white bee 6.00
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Wrexham "Hollyhock" strain. Singles and doubles, all colors
2-yr, in beds, 2 summers in field rows. No scale ever, in stock or cuttings, Sturdy, well-
2-yr, in beds, 2 summers in field rows. No scale ever, in stock or cuttings. Sturdy, well-branched, 10 to 12 ins., 35c each, any number, with perennial orders only.
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Dictamnus Pink, 1-yr. \$7.00 Dictamnus Albus, 1-yr. 7.00 Dictamnus Albus, 1-yr. 7.00 Digitalis (Foxglove) excelsior, mixed. 4.00 Euphorbia corollata, white filler. 4.00 Gaillardia Aurea Pura, large yellow. 4.00 Gaillardia Goblin, red and yellow, hyy. 4.00 Gaillardia portola hyb, mixed, heavy. 4.00 Geum Mra, Bradshaw, double yellow. 5.00 Geum Mra, Bradshaw, double red. 5.00
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Gypsophila Oldhamiana, pink shades 4.00
Gaillardia portola hyb., mixed, heavy 4,00 Geum Lady Stratheden, double yellow . 5,00 Geum Mrs. Bradshaw, double red . 5,00 Gypsophila Double Snow White 4,00 Gypsophila Double Snow White 4,00 Gypsophila Oldhamiana, pink shades . 4,00 Gypsophila repens rosea, pink trailer . 4,00 Helianthemum mutabile (Rock Rose), Evergreen . 4,00
Evergreen 4.00
LIATRIS All "bulbs" sure to bloom well next season. Scariosa August Glory, late Aug., 2-yr., \$7.00
Scariosa Sept. Glory, early Sept. on, 2-yr, 6.00 Scariosa Sept. Glory, early Sept. on, 1-yr, 4.00
Scariosa Sept. Glory, early Sept. on, 2-yr, 6.00 Scariosa Sept. Glory, early Sept. on, 1-yr, 4.00 Scariosa alba, our own early Sept. flow- ering strain, 100 per cent pure white,
Consider all the transfer of the contract of the transfer of t
Scariosa aida, true stock, as above, 1-yr, 4.00 Spicata, true early dwarf form, about 20-in. spikes, June-July, 2-yr,
Spicata, as above, 1-yr
From seed, heavy, branched plants\$4.00 Purity, July started divisions from open
soil beds. Will bloom next spring 6.00
Linum collinum, blue, dwarfer\$4.00 Linum flavum compactum, yellow 4.00
Linum Narbonnense Heavenly Blue,
Lythrum roseum, pink, heavy plants 4.00
Rowers twice as large as ordinary nax. 5.00 Lychnis chalcedonica, bright red 4.00 Lythrum roseum, pink, heavy plants 4.00 Nepeta Mussini, dwarf, lavblue, heavy 4.00 Oenothera missouriensis, dwf. yellow 5.00
Oenothera missouriensis, dwr. yellow 5.00 PHLOX SUBULATA Newer and better varieties. Better Phiox because they have larger flowers; brighter, more intense colors; more upright style of growth; better year 'round foliage and are better growers in average soil. Lyear-old ulants from onen beds started
Better Phlox because they have larger flowers; brighter, more intense colors; more
upright style of growth; better year 'round foliage and are better growers in average soil.
I-year-old plants from open beds started late last summer. All bloomed this spring. Admiration, Taller mounds. Pink with
Admiration, Taller mounds, Pink with appleblossom effect
Appleblossom, true stock. Dainty pink, good grower, low mounds 8.00
Astro, deep, long-lasting orchid-rose 8.00 Atropurpurea, standard red 8.00
Alexander's Elaire, large flowers of in- tense rich, deep rose-pink; upright
Astro, deep, long-lasting orchid-rose. 8.00 Atropurpurea, standard red. 8.00 Alexander's Elaire, large flowers of in- tense rich, deep rose-pink; upright style, strong grower
crimson eye, upright style, vigorous 8.00 (Continued next column)

(Continued next column)

(Continued from montons astrona t	
(Continued from previous column.)	
Perfection, field divisions with roots 4.0	10
bright salmon-rose, upright style20.6	00
higher mounds, long-lasting white 8.(	00
soft wild-rose pink. Very vigorous, up-	0.0
Alexander's White Delight, largest and purest white, deep green foliage form-	10
ing low, compact mounds10.0 Dixie Brilliant, Largest and finest red12.0	00
Perfection, field divisions with roots 4,6 Alexander's Surprise, large flowers of bright salmon-rose, upright style 20,4 Alexander's White Cushion. Compact, higher mounds, long-lasting white 8,6 Alexander's Wild Rose, large flowers of soft wild-rose pink. Very vigorous, upright, good foliage always 20,4 Alexander's White Delight, largest and purest white, deep green foliage forming low, compact mounds 10,0 Dixle Brilliant, Largest and finest red . 12,6 Sampson, low-growing, glowing salmopink, crisp deep green foliage. Blooms again in fall 10,0	10
pink, crisp deep green foliage. Blooms on again in fall	00
PLATYCODONS All plants have bloomed, true to color.	
Double Blue, large flowers, 2-yr\$5.0	10
Double Pink Hyb., mostly double pink. 5.0	10
Shell-Pink deeper pink veins 2-yr. 5.0	10
Single Blue, large, rich blue, 2-yr 5.0	10
Mariesi, dwarf deep blue, single, 2-yr 5.0	10
POLYANTHUS (Primula Veris Hybrids)	
Choice Mixed giant flowered	10
Giant Bouquet, top-rating strain 6.6	10
Giant Crimson, rich, even colors 5.0	10
Giant Yellow, rich shades of yellow 5.0	10
Giant White, large, white, vigorous 5.0	0.0
Gold Laced, giant nowered, richly col-	
PYRETHRUMS (Painted Daisies)	113
Stocky, spring sown, from finest seeds.	
Choice Double, all colors\$5.0	0
Robinson's Giant Hybrids, large singles, 5.0	0
SHASTA DAISIES	0
Stocky plants from finest seeds.	
Alaska, large flowers, small centers\$3.0	0
The Prince, 5-in. flowers, long stems 4.0	0
PYRETHRUMS (Painted Daisles) Stocky, spring sown, from finest seeds. Choice Double, all colors	0
Rudbeckia nurnurea (Purnle Cone-	
flower)\$4.0	0
flower) \$4.0 Salvia Jurisici, dwarf, lavblue	10
Salvia pratensis, rich blue, 2 ft 4.0	10
Saponaria ocy. spl., pink trailer 4.0 Statice latifolia, lavblue, 2-yr 4.0	0.
Stokesia cyanea, blue, dwarf 4.0	10
Trollius Ledebouri Golden Queen, rich yellow, large flowering, very free 6.0 Veronica spicata caerulea, lighter blue 4.0	
yellow, large flowering, very free 6.0	0
Veronica spicata caerulea, lighter blue 4.0 VIOLAS Thinly sown August 1 from finest seeds Will bloom only lightly here this fall, in suring full display next seeds	10
Will bloom only lightly here this fall, in suring full display next season.	-
suring full display next season. Admiration, very large dark blue\$3.0 Arkwright Ruby, ruby-red, deeper	0
Rive Elf 2 upper notale deep violet-	0
blue; lower light violet-blue with bright gold eye. Neat dark green	
Blue Perfection, large, clear medium	
blue	-
apricot 3.0 Georgia Peach, bright new shades of peach pink, extra large blooms, Daintily ruffled along the edges 3.0	U
all with two tone effects, no blotches 3.0 White Perfection, large pure white 3.0	0 0
Cash with order, please. E. J. SNYDER, West Milton. O.	
HARDY FIELD-GROWN PERENNIALS Aquilegias, separate colors: Arabis. Arte	
all with two tone effects, no blotches 3.0 White Perfection, large pure white 3.0 Cash with order, please. E. J. SNYDER, West Milton. O. HARDY FIELD-GROWN PERENNIALS Aquilegias, separate colors: Arabis, Arte misias, Adurietas, Campanulas, Carnations Chives, Delphinium Pacific Hybrids, 10 sep arate colors; Dianthus, Dicentras, Digitalis Doronicums, Gaillardias, English Lavender Latris, Russell Lupines, Myosotis, Phio- subulata, 10 varieties; Primroses, Pyrethrum Olasies), Shasta Dalsy Esther Read, Se dums, 10 varieties; Sweet Williams, Thymes Troillius, Violas and Violets.	1. X
(Daisies), Shasta Daisy Esther Read, Sedums, 10 varieties; Sweet Williams, Thymes Trollius, Violas and Violets.	

dums, 10 varieties; Sweet Williams, Thymes,
Trollius, Violas and Violets.

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Penfield, N. Y.

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(Christmas Rose)
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3-in. pots.			
Hex cornuta ro	tunda		\$0.35
Ilex crenata co	nvexa bullata		.17%
Ilex crenata H	elleri	******	.30
Ilex cornuta B	urfordi		.15
Ilex opaca East	t Palatka		.30
Hex Aquifolium	n, green		.35
Ilex Aquifolium	n, silver variega	ted	.45
Packed III to a	box. Minimum	order 3	boxes.
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	wers		
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# LINING-OUT STOCK

LINING-OUT STOCK	
Pfitzer Juniper, 4 to 6 ins	1.00
Pfitzer Juniper, 2-yr, liners	.11
Pfitzer Juniper, 24-in, pots, (spring delivery)	.14
llex Burfordi, rooted cuttings	.0
	.0
	.10
	0:
E. F. DuBOSE NURSERY, Huntsville, A	In

LINING-OUT STOCK—Continued	(Continued from previous column.) Swedish Juniper.	Weeping Willow (babylonica), 3 to 4
FIELD-GROWN AND POTTED EVERGREEN LINERS	1-yr, field-grown, 8 to 10 ins 12½ 1-yr, field-grown, 10 to 12 ins 15	\$25.00 per 100. Lombardy Poplar, 5 to 6 ft. \$18.00 per 1
ARBORVITAE	1-yr., field-grown, 10 to 12 ins 15 1-yr., field-grown, 12 to 15 ins	California Privet hedge, 1-year, branch about 12 ins., \$35.00 per 1000; 2-yr., v
iota Bakerl liota Blue Spire Each per	Savin Juniper.	about 12 ins., \$35.00 per 1000; 2-yr., v heavy, branched, 36 to 42 ins., heavy cali
iota Bonita, upright. 1000 rate	1-yr., field-grown, 6 to 8 ins08 1-yr., field-grown, 8 to 10 ins10	\$10.00 per 1000.
2 ¼-in. rose pot, 4 to 6 ins \$0.15 2 ¼-in. rose pot, 6 to 8 ins	1-yr., field-grown, 10 to 12 ins	Tamarix, 4 to 6 ft., \$35.00 per 100, Althaeas, mixed colors, single flowers
rekmans' Biota aurea nana,	Von Ehron Juniger, 1-yr., field-grown, 6 to 8 ins	to 10 ins., \$20.00 per 1000. Norway Maple seed, 1955 supply, 10-lb. l
¼-in, rose pot, 4 to 6 ins17½ ta Sybli, upright,	1-yr., field-grown, 8 to 10 ins	only, \$1.75 per lb.
%-in. rose pot, 8 to 10 ins18	TERMS: 2 per cent discount for cash with	Forsythia spectabilis, 1 to 2 ins., \$70.00
ija Woodwardi Globe, ¼-in. rose pot, 4 to 6 ins	order. Free packing. Add 2c each plant on orders of less than 250. C.O.D. orders must	Spiraea Billiardi, 1 to 2 ft., \$120.00
BROAD-LEAVED EVERGREENS	be accompanied by 25 per cent of the pur-	We have acres of flowering shrubs ;
yr., field-grown, XX, 12 to 20 ins.,	chase amount. A deposit of 25 per cent will hold stock for fall and winter delivery. Prices	evergreens at a sacrifice price. Lease re
heavy	F.O.B. nursery.	out and must move this fall. They are:
-yr., field-grown, XX, 4 to 6 ins12 -yr., field-grown, XX, 6 to 8 ins15	Phone: Columbus, Miss., 5221 WYMAN NURSERY	Oriental Arborvitae 3 to 4 ft
x crenata convexa bullata,	Caledonia, Miss,	Globe Arborvitae, 12 to 15 ins
-yr., field-grown, XX, 6 to 8 ins15	8 miles north of Columbus, 1 mile east of Highway 45.	Oriental Arborvitae, 2 to 3 ft
-yr., pot-grown	BEDDED STOCK	very bushy
Fransplanted from pots to field.	1-yr. in the open. Per 100 Per 1000	Forsythia spectabilis, 4 to 5 ft., heavy. Tamarix, 5 to 6 ft., bushy and heavy .
-yr., XX, 6 to 8 ins	Ilex convexa\$20.00 \$180.00	Weening Willow, 12 ft. 3 to
-yr., XX, 10 to 12 ins	Ilex rotundifolia 20.00 180.00	4-in, caliper
-yr., pot-grown, heavy	Sarcococca Hookeriana 25.00 Taxus Andersoni 20.00 175.00	Althaeas, b to b it., mixed, single
cornuta Burfordi, -yr., pot-grown	Taxus brevifolia	Western Cedar, 7 ft.
Onaca Fast Palatka	Taxus canadensis stricta 17.50 Taxus capitata, cutting	Larch, 8 ft
4-in. rose pot, 6 to 8 ins12	grade 25.00	Chinese Elm, 6 It 1
44-in. rose pot, 6 to 8 ins	Taxus cuspidata	Norway Spruce, 5-yr., field-grown, 2 ft. and up, very compact
strum lucidum compactum,	Toxus Hicksi 1750 15000	Azalea minodegiri, 10 ms
yr., field-grown, XX, 12 to 18 ins 10	Taxus intermedia	Magnolia Soulangeana, 2 to 3 ft., bushy
nolia grandiflora, yr., field-grown, XX	Taxus intermedia 17.50 150.00 SEEDLINGS AND TRANSPLANTS Ables Douglasi, 2-yr., S 4.00 35.00 Ables Nordmanniana, 1-yr., S. 10.00 90.00	Spiraea Vanhouttei, 2 to 3 ft.,
yr., field-grown, XX dina domestica, yr., field-grown, XX, 4 to 6 ins	Acer paimatum, 1-yr., S 6.00 60.00	field-grown Prunus Newport, 3 to 4 ft., field-
yr., field-grown, XX, 6 to 10 ins08	Acer nalmatum atronurnureum	Norway Maple liners, 2 ft., field-
yr., field-grown, XX, 6 to 8 ins\$0.05	1-yr., S	grown
Per 1000, \$45.00. -yr., field-grown, XX, 8 to 12 ins07		Quince, 2-yr., field-grown, 2 to 3 ft Phone: Elmer 8-7134, 7 A.M. only.
Per 1000, \$50.00.	2-yr., S	WENTZELL'S NURSERY
-yr., field-grown, XX, 12 to 18 ins10 Per 1000, \$75.00.	Cornus florida, 2-yr., S 7.50 65.00 Cornus xanthrocarpa, 2-yr., S 20.00 150.00	Greenville Rd. Elmer, N.
anese Privet,	Cupressus Lawsoniana, 2-yr., S. 5.00 40.00	LINING-OUT STOCK
-yr., field-grown, XX, 18 to 24 ins., branched. Per 1000, \$75.00.	Euonymus alatus, 1-yr., S 3.50 30.00 Euonymus alatus compactus,	EVERGREEN GRAFTS Cupressus arizonica Gareei (Blue)\$6
JUNIPERUS	1-yr., S 5.00 40.00	Cupressus arizonica Greenwood (Green).
dorra Juniper, Each per 1000 rate	1-yr., S. 5.00 40.00 Ilex crenata, 2-yr., S. 10.00 90.00 Picea canadensis, 2-yr., S. 3.50 30.00 Picea Engelmanni, 3-yr., S. 5.00 40.00	Juniperus chinensis Keteleeri Juniperus scopulorum cupressifolia
we field grown f to g inc \$0.08	Picea Engelmanni, 3-yr., S 5.00 40.00 Picea excelsa, 2-yr., S 2.50 20.00	erects
-yr., field-grown, 10 to 12 ins16	Pices nungens 2-vr 8 350 30.00	Juniperus scopulorum kenyoni Juniperus scopulorum Welchi
-yr., field-grown, XX, 6 to 8 ins10	Pinus austriaca, 2-yr., S 7.00 60.00 Pinus densifiora, 3-yr., S 7.00 60.00	Juniperus Virginiana Canaerti
yr, field-grown, 8 to 10 ins,	Pinus Mugo, Tyr., 3-yr., S, 6.50 60.00	Juniperus virginiana Hilli Juniperus virginiana Hilli (Improved)
ford Juniper, -yr., field-grown, 6 to 8 ins08	Pinus Strobus, 2-yr., S 4.50 40.00	LINERS Mahonia Aquifolium
-yr., field-grown, 8 to 10 ins	Pinus sylvestris, 3-yr., S 6.00 50.00 Pinus Thunbergi, 3-yr., S 6.50 60.00	Lonicera Heckrotti
-yr., field-grown, 10 to 12 ins	Syringa vulgaris, 2-yr., S 4.00 30.00 Taxus capitata, 1-yr., S 5.00 40.00	All the above in quart cans, ready for fi planting. Minimum order 25 of kind.
-yr., field-grown, XX, 12 to 15 ins 16	Taxus capitata, T., 1-yr., S 6.00 150.00	Juniperus chinensis excelsa stricta\$0 Juniperus chinensis Pfitzeriana
nadian Golden Depressa Juniper, -yr., field-grown, 6 to 8 ins	Taxus capitata, T., 2-yr., S 16.00 150.00 Tsuga canadensis, 2-yr., T 9.00 80.90	Juniperus chinensis Pfitzeriana (new)
yr., field-grown, 6 to 8 ins	Tsuga canadensis, 2-yr., T 9.00 80.90 Viburnum theiferum, 1-yr., S. 10.00 90.00 HEAVY, FIELD-GROWN STOCK	Juniperus chinensis Pfitzeriana aurea Juniperus chinensis Pfitzeriana, blue
npact English Juniper (Improved	Bare-root and ready for Cloverset pots and	Juniperus chinensis procumbens
	cash-and-carry trade Per 100	Juniperus communis hibernica Juniperus horizontalis plumosa
10   10   10   10   10   10   10   10	Acer palmatum atropurpureum.	Juniperus Sabina
yr., field-grown, 10 to 12 ins14	15 to 18 ins\$400.00	Juniperus Sabina tamariscifolia
yr., field-grown, XX, 12 to 15 ins	Cornus Horida, 2 to 3 tt., busny	Juniperus scopulorum Silver Star
yr., field-grown, XX, 15 to 18 ins20 pact Pfitzer Juniper,	The above stock has been several times	Berberis Julianae
yr., field-grown, 6 to 8 ins12	transplanted. Special price on large quanti-	Euonymus japonicus Euonymus japonicus aureo-variegatus
yr., field-grown, 8 to 12 ins 16 yr., field-grown, XX, 8 to 10 ins18	ties, Full list on demand. VERKADE'S NURSERIES, Wayne, N. J.	Euonymus japonicus Silver Queen
yr., field-grown, XX, 10 to 12 ins20 k Juniper,	LINING-OUT STOCK	Euonymus japonicus microphyllus Euonymus Newport
vr., field-grown, 6 to 8 ins 10	Fall, 1955—Spring, 1956 Potted and transplanted stock under lath.	Euonymus radicans, upright
yr., fleld-grown, 8 to 10 ins 12 yr., fleld-grown, 10 to 12 ins	Per 100	Jasminum floridum Lonicera purpurea
vr., field-grown, XX, 8 to 10 ins14	Buxus sempervirens, 2 %-in. pots\$17.50 Canadian Hemlock, 3-yr., T.,	Lonicera yunnanensis Lavandula (English Lavender)
yr., field-grown, XX, 10 to 12 ins 18		Fyracantna Lalandi
yr., field-grown, 6 to 8 ins10	Cotoneaster divaricata, 2-in. pots 17.50	Pyracantha pauciflora
il Glauca Juniper, ryr., field-grown, 6 to 8 ins	15 to 18 ins. 46.00 Cotoneaster divaricata, 2-in. pots 17.50 Cotoneaster Wilsoni, 2-in. pots 27.50 Cotoneaster Zabeli, 2-in. pots 17.50 Euonymus erectus, 2-in. pots 17.50	Santolinas Ligustrum Vickary's Golden All the above out of 2¼-in, rose pots, w established. Wrapped and packed good. M
yr., field-grown, XX, 6 to 8 ins 12 yr., field-grown, XX, 8 to 10 ins 14 yr., field-grown, XX, 10 to 12 ins 18 yr., field-grown, XX, 12 to 15 ins 22	Euonymus erectus, 2-in, pots 17.50	All the above out of 24-in, rose pots, we
yr., field-grown, XX, 8 to 10 ins14 yr., field-grown, XX, 10 to 12 ins18	Fyracantha coccinea pauciflora.	imum order 25 of kind. KENYON'S NURSERY
yr., field-grown, XX, 12 to 15 ins22	2-in. pots	Offices: 2915 N. W. 10th
r Fastigiata, yr., field-grown, 6 to 8 ins	Taxus cuspidata, 1-yr., 2-in. pots 17.50 1-yr., 24-in. pots	Offices: 2915 N. W. 10th Oklahoma City, Okla. Growing Farm: Dover, Okla.
yr., field grown, 6 to 8 ins	1-yr., 2 4-in. pots. 20.00 2-yr., 2 4-in. pots 22.50 3-yr., 2 14-in. pots 27.50	
yr., field-grown, 12 to 15 ins	2-yr., T., 6 to 8 ins 37.50	EXTRA-HEAVY LINING-OUT STOCK FROM FIELD BEDS
yr., field-grown, 15 to 18 ins17½	Taxus Hicksi, 1-yr., 2-in. pots	Per 1
yr., field-grown, 8 to 12 ins121/2	2-yr., 24-in. pots	Taxus capitata, 3-yr., TT, 10 to 12 ins. \$50 Taxus capitata, 2-yr., T. 8 to 10 ins 40
sh Juniper,	nuisery, rocated as miles west of Dayton, O.,	Taxus cuspidata, 3-yr., TT, 10 to 12 ins. 46.
yr., fleld-grown, 6 to 8 ins	on Route 35. Order now for fall, 1955, and spring, 1956	Taxus capitata, 2-yr., 7T, 10 to 12 ins., 45 Taxus cuspidata, 2-yr., T. 8 to 10 ins., 45 Taxus Browni, 2-yr., T. 8 to 10 ins., 45 Taxus Hicksi, 2-yr., T, 8 to 10 ins., 35 Cotoneaster divaricata, 2-yr., T.
yr., field-grown, XX, 6 to 8 ins10	delivery.	Taxus Hicksi, 2-yr., T, 8 to 10 ins 35
yr., field-grown, XX, 6 to 8 ins10 yr., field-grown, XX, 8 to 10 ins12 ser Juniper,	delivery. FLORAL GARDENS, EATON, O.	Cotoneaster divaricata, 2-yr., T,
yr., field-grown, 6 to 8 ins	LINING-OUT STOCK	Alpine Currant, 2-yr., T, 12 to 15 ins., 25.
	Fall planting pays off with good stands	Euonymus vegetus, 2-yr., T. 10 to 12
yr., field-grown, 10 to 12 ins18	and added growth. Write for our complete	
yr., field-grown, 10 to 12 ins	and added growth. Write for our complete price list of liners, strong, well-established	ins
-yr., field-grown, 10 to 12 lns	and added growth. Write for our complete price list of liners, strong, well-established in 2½ and 2½-in. pots.  T. G. OWEN & SON ,INC. Columbus, Miss.	Viburnum Opulus nanum, 2-yr., T, 10 to 12 ins

MAN 4 ft., ched, very liper,

rs. 4 lots

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Each \$1.00 1.00 1.00 50

.75 .50

.35 1.00 1.00 1.00 1.00

2,00 .35

1.00

0.75 .75

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.40 .40

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00

Pfitzer Juniper, 6 to 8-in. bands Pfitzer Juniper, XX field, branched,	0.144
pfitzer Juniper, XX field, branched, sheared, 14 to 15-in. spread	.63
11 to 14-in. spread	.50
Andorra Jones et al. 1 ins. bare-root 6 to 8-in. bands Blue Hetz Juniper, 6 to 10 ins. bare-root 6 to 8-in. bands Von Ehron Juniper, 8 to 12-in. bands. 8 to 12 ins. bare-root Burki Juniper, 6 to 10 ins. bare-root	.06
Blue Hetz Juniper, 6 to 10 ins.,	0.0
6 to 8-in, bands	.08
Von Ehron Juniper, 8 to 12-in. bands.	.14%
8 to 12 ins., bare-root Burki Juniper, 6 to 10 ins.,	.04
enreading Ian Yew 6 to 8-in hands	.14
DECIDUOUS, bare-root.	
Buddleias, best blue; 6 to 8 ins	.06
Burki Juniper, e to 10 ins., bare-roota. Spreading Jap. Yew, 6 to 8-in. bands . DECIDUOUS, bare-root, Buddleias, best blue; 6 to 8 ins. Buddleias, best red; 6 to 8 ins. Buddleia Snowbank, 6 to 8 ins.	.06
10 40 14 400	.03 1/2
Chinese Beauty-Berry, 8 to 12 ins Privet, Chinese, Wayside Gardens.	
8 to 12 ins	.0314
Chinese Beauty-Berry, 8 to 12 ins. Privet, Chinese, Wayside Gardens, 8 to 12 ins. Privet, Regels, 8 to 12 ins. Euonymus coloratus, 6 to 10 ins. Euonymus patens, smail, medium or large-leaved, 6 to 10 ins. Forsythia Lynwood Gold, 6 to 10 ins. Forsythia Spring Glory, 6 to 10 ins. Spiraea Froebell, 4 to 6 ins. Spiraea Anthony Waterer, 3 to 5 ins. Spiraea Anthony Waterer, 3 to 5 ins. Weigela Awarf var, 5 to 6 ins. Weigela Eva Rathke, 5 to 6 ins. Weigela Vaniceki, 6 to 6 ins. Weigela Vaniceki, 6 to 6 ins.	.03 1/2
Euonymus patens, small, medium or	.04
Forsythia Lynwood Gold, 6 to 10 ins.	.08
Forsythia Spring Glory, 6 to 10 ins	.04
Spiraea laponica coccinea, 3 to 5 ins.	.03 1/2
Spiraea Anthony Waterer, 3 to 5 ins	.03 %
Weigela, dwarf var., 5 to 6 ins	.05
Weigela rosea, 5 to 6 ins.	.04
Weigela Vaniceki, 5 to 6 ins	.06
Lythrum Mordens Pink, 4 to 6 ins	.03 1/2
Weigela Fosea, 5 to 6 ins. Weigela Vaniceki, 5 to 6 ins. PERENNIALS Lythrum Mordens Pink, 4 to 6 ins. Carnation Crimson King, 4 to 6 ins. Verbenas, lavender-pink, 4 to 6 ins. Verbenas, pink, 4 to 6 ins.	.05
Carnation Crimion King, 4 to 6 ins Verbenas, lavender-pink, 4 to 6 ins Verbenas, pink, 4 to 6 ins All prices 300 or more total order, than 300, add 2c per plant McININCH GREENHOUSES	.05 Less
than 300, add 2c per plant.	1.2C (50)
McININCH GREENHOUSES St. Joseph, Mo.	
LINING-OUT STOCK FOR IMMEDIATE SHIPMENT	100
Abelia grandiflora, 1-yr., T	er 100 \$15.00
Abelia grandiflora, 1-yr., T	22.50
6 to 8 ine V	99 E0
6 to 8 ins., X 8 to 10 ins., X Arborvitae elegantissima, 8 to 10 ins., X 10 to 12 ins., X Arborvitae globosa, 6 to 8 ins., X	22.50 27.50
Arborvitae elegantissima, 8 to 10 ins., X	22.50 25.00
10 to 12 ins., X	20.00
8 to 10 ins., X	25.00
Arborvitae groosa, 6 to 8 ins., X Arborvitae nigra, 6 to 8 ins., X Arborvitae pyramidalis, 6 to 8 ins., X Berberis Julianae, 6 to 8 ins., X Boxwood, japonica, 6 to 8 ins., X \$to 16 ins. X	22.50
Berberis Julianae, 6 to 8 ins., X	22.50
Boxwood, japonica, 6 to 8 ins., X 8 to 10 ins., X	15.00
Canadian Hemlock 4 to 6 ing X	17.50
8 to 10 ins, X  Canadian Hemlock, 4 to 6 ins, X  6 to 8 ins, X  Llex convexa bullata, 6 to 8 ins, X	22.50
6 to 8 ins., X	20.00
Ilex crenata, 8 to 10 ins., X	25.00
Reconvexa bunata, s to s ins. X.  8 to 10 ins., X.  Hex crenata, 8 to 10 ins., X.  Hex microphylla, 4 to 6 ins., X.  Hex rotundifolia, 6 to 8 ins., X.  8 to 10 ins., X.	17.50 22.50
8 to 10 ins., X	27.00
Leucothoe Catesbaei, 6 to 8 ins., X	25.00
8 to 10 ins., X Leucothee Catesbael, 6 to 8 ins., X Ligustrum lucidum, 8 to 10 ins., X Osmanthus Aquifolium, 8 to 12 ins., X	25.00 28.50
2-in. pots	20.00 18.00
2-in. pots T. large Regels Privet, 2-yr., T. large Retinispora ericoides, 2 to 14 ins., X. Retinispora Goldust, 8 to 10 ins., X 13 to 12 ins. X.	22.50
Retinispora Goldust, 8 to 10 ins., X 18 to 12 ins., X	22.50 27.50 30.00
18 to 12 ins., X	20.00
18 to 12 ins., X Retinispora plumosa, 8 to 10 ins., X 10 to 12 ins., X Taxus cuspidata, 4 to 8 ins., X	22.50 17.50
6 to 8 ins., X	22,50
Taxus Halloran, 6 to 8 ins., X	22.50
Taxus Hicksi, 6 to 8 ins., X	22.50 22.50
Taxus cuspidata, 4 to 6 ins., X 6 to 8 ins., X Taxus Hailoran, 6 to 8 ins., X Taxus Haifeldi, 6 to 8 ins., X Taxus Hicksi, 6 to 8 ins., X Taxus Hicksi, 6 to 8 ins., X ESHAM'S NURSERIES, MILLSBORO,	DEL.
	r 100
Iley convers	115 00
llex rotundifolia 2-YEAR BEDDED STOCK Juniperus Hetzi Taxus cuspidata	15.00
Juniperus Hetzi	20.00
Now	20.00
Ilex rotundifolia	20.00
llex rotundifolia Azalea ponticum Azalea mollis	20.00
Tyracantna Lalandi	-0.00
Azalea mollis Pyracantha Lalandi Leucothoe Catesbael Viburnum lant. gr. s. 3-FEAR BEDDED STOCK Juniperus Hetzl Taxus cuspidata Euonymus radicans erecta Euonymus vegetus	10.00
3-YEAR BEDDED STOCK Juniperus Hetzi	25.00
Taxus cuspidata	25.00
Euonymus radicans erecta Euonymus vegetus	25.00
Leucothoe Catesbaei	30.00
Azaiea ponticum	30.00 30.00
1-YEAR S., Mahonia Aquifolium	6.00
Azalea mollis 1-YEAR S., Mahonia Aquifolium MAHLSTEDE BROS. 5223-5351 Wilson Mills Rd. Cleveland 24. O.	

## EVERGREEN LINERS

Please see our display ad in this issue.

NAUGHER NURSERY Chase, Ala.

TOP-GRADE LINERS	
Each per 1000 rat	m
1-year 2-yea	
POTTED LINERS under under	
24-in. pots lath lath	
Berckmans' Biota aurea nana\$0.18 .	-
Biota bonita, upright	
Biota Sibyli (upright)	
Thuja Woodwardi globe18 .	
Andorra Juniper	
Canadian Golden Depressa Juniper2	
Compact Pfitzer Juniper2	2
Greek Juniper	
Hets glauca Juniper	2
Meyerl Juniper20 .	
Pfitzer Juniper	8
Von Ehron Juniper10	5
Ilex crenata convexa bullata14 .1'	7
Ilex crenata rotundifolia14 .11	0
Ilex cornuta Burfordi	
Ilex cornuta femina	
Ilex opaca East Palatka	
FIELD-GROWN: Improved English	
Juniper.	
2-yr., XX, 10 to 12 ins\$0.16	
Greek Juniper, 1-yr., 10 to 12 ins16	
Swedish Juniper, 1-yr., 10 to 12 ins16	
BED-GROWN: Ilex cornuta Burfordi.	8
DED-GROWN; HER COTHUR BUTIOFOL,	

E AND S NURSERY Caledonia, Miss. Phone Columbus, Miss., 5342

Per 100
Rooted cuttings, stg. 1-yr., 4 to 6 im., \$12.80
24-in. pots, Tr., 6 to 8 ims., branched. 22.50
3-in. pots, TT., 8 to 10 ims., branched. 32.50
PYRACANTHA KASAN, dwarfer form of PYRACANTHA KABAN, uneacher above above Rooted cuttings, stg. 1-yr., 4 to 6 ins., 12.50 3-in. pots, TT., 8 to 10 ins., branched, 23.50 TEUCRIUM CHAMAEDRYS
Strong rooted cuttings, 3 to 4 ins..., 7.50 Immediate shipment. Free packing for cash. BABCOCK GARDENS
Rt. 3 Jamestown, N. Y.

EVERGREEN EUONYMUS
In heavy advanced liners that will make up quickly in the field. Extra heavily rooted with bushy tops. 

Damascus, O.

LINING-OUT STOCK

We have one of the best selections ever this fall as all material has been under constant irrigation. Please write for catalog and prices on following. Seedlings, 1 to 4. Thunbergi, Pices, xcelsa, Borida. Find Thunbergi, Pices, xcelsa, and prices on the property of the

Phone YAphank 4-3444

LINING-OUT STOCK 100 1000

Euonymus vegetus, rooted cing, \$ 7.00 \$ 60.00
coloratus, rooted cuttings 7.00 60.00
Forsythis Lynwood Gold, 2½-in.
pots 18.00 160.00

Lynwood Gold, rtd. cuttings 12.00 100.00

Pyracantha Lalandi, 2½-in.
pots 24.00 220.00

Taxus cuspidata, 2½-in. pots 24.00 220.00

Ilex rotundifolia, 2-in. pots ... 18.00 160.00

EDWARD GLESON & SON NURSERY
U. S. Rt. 20 Perry, O.

U. S. Rt. 20 Perry, O.

LINING-OUT STOCK

Ilex convexa bullata,
1-year \$150.00 per 1000
Bed-grown, 2-year \$250.00 per 1000
Floid-grown, 3-year, bushy 75.00 per 1000
Floid-grown, 3-year, Bidgewood, N. J.

EUONYMUS LINERS
Patens Newport, Carrierel and erects,
2-in, pots, 10c; 2-yr, T., 20c; 3-yr, T., 30c,
Coloratus, 2-in, pots, 10c.
RUSSELL BREECE, R. 3, Delaware, O.

																							IRCE	
1	Se	edi	ling	E S																	F	36	r 100	Per 1000
6 1	o	9 1	ns																				r 100	\$25.00
9 1	0	12	in	S.																			4.00	35.00
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18 t	0	24	in	B.										į.									6.00	\$5.00
T	ra	nei	pla	nt	s																	P	er 10	Per 100
2 to	3	ft																					er 10	\$12.50
3 to	4	22									Ü												2,50	20.00
4 to																							8.00	40.00
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9941	1 3	T.	E.	81	k	id	ĺī	m	10	H	e		8	t					1	p,	a	ri	land	20. Ore.

Our new catalog is now available and contains 21 pages of the better varieties of hardy ornamentals for fall and spring. Ask for your free copy today, using your letterhead, please.

JOHN VERMEULEN & SON, INC. Neshanic Station, N. J.

GET OUR LIST OF TOP-GRADE LINERS AS WELL AS FINISHED STOCK, THE COTTAGE GARDENS Lansing 17, Mich.

ALPINE CURRANT 8000 3 to 6 ins. T., 8c each, per 1000 4000 6 to 12 ins. T., 12c each, per 1000 RED WING NURSERY Red Wing, Minn.

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MAGNOLIAS
Liners: Nigra, Soulangeana, liliflora,
8 to 12 ins
12 to 18 ins 30.00 per 100
B&B or bare-root: Nigra, Soulangeana,
2 to 3 ft\$1.30 each
3 to 4 ft 1.60 each
No extra charge for packing liners and
bare-root plants. Add \$1.00 per plant for
B&B plants that have to be crated for ship-
ping.
Write us about truck load lots F.O.B. our
nurseries.
FLOWERWOOD NURSERY, INC.
Rt. 1, Box 130 Mobile, Ala.

#### **PACHYSANDRAS**

	F	ACHY	18	3/	V.	N	D	F	L	18	3		100	1000
1-year.	field-g	rown										. 8	3.50	\$30.00
2-year,	field-g	rown			*			*		*	×	×	6.00	50.00
214 -in.,	pot-gr	own .	×					*		×	×	*	10.00	90.00
HA	NSEN										u	E	S, IN	C.
		Nark	e	r	£]	h,	]	P	Œ.					

(Formerly Hugh B. Barclay)

More customers for you! Over 8,000 subscribers, all active buyers, see your ad in the American Nurseryman.

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PANSIES
Field-grown, nice, stocky, row-crop plants.
Per 1000
Roggli strain, Swiss, mixed\$8.00
Florists' Select 9.00
Super Swiss, dwarf mixed 8.00
Kazoo-Goliath, mixed 6.00
Kalamazoo Valley, mixed 5.00
Viola Apricot
KAZOO GARDENS NURSERY
Bert Van Engen Kalamazoo 33, Mich.

MICHIGAN-GROWN PANSY PLANTS Ready now, over 3 million Pansy and Sweet William plants; also complete list of hardy perennials. Write for copy. HOWARD STREET PANSY GARDENS Kalamazoo 99, Mich.

PEONIES
PEONIES We have grown Peonies for 20 years, and
have selected all good cut-flower varieties;
true to name and rogued. We are offering them in clumps that will
divide to about 5 or more standard plants.
This stock was originally purchased from
reliable growers. Minimum order 10 clumps;
50 per cent with order.
Variety and description Per clump
Edulis Superba, early, deep pink\$1.00
Duchesse d'Orleans, midseason, tall,
deep pink
Henri Murger, late, deep pink75
Mons. Jules Elie, midseason, shell-pink,
very large 1.50
Delicatissima, midseason, delicate
shell-pink
pink, very good 1.00
Venus, midseason, delicate shell-pink 1.50
Mr. L. Van Leeuwen, late, dark pink,
very good 2.50
Mme. Emile Calot, midseason, flesh
color 1.00
Marquis C. Lagergren, late, fine red 1.00
Festiva Maxima, early, fine, large white, 1.00
Felix Crousse, late, brilliant red 1.25
Livingstone, late, lilac-rose 1.25
Grover Cleveland, late, dark crimson 1.25
Dr. Barnsby, late, brilliant red
Mignon, late, tall shell-pink 1.00 ROUDEBUSH GARDENS,
4331 Needmore Rd. Dayton 4, O.

#### PEONIES—Continued

PEONIES			
Strong 3 to 5-eye division	a fre	m vo	nng
plants. Delivery now. Pac			
cash with order, otherwise at			
5 of a variety at 10 rate;			rietv
at 100 rate; 250 of a variety at			
		100	
Baroness Schroeder.			
flesh-pink\$5	.00 \$	45.00	\$400
Canari, sulphur-white 4	.00	35.00	300
Duch, de Nemours.			
ivory-white 4	.50	40.00	350
Duch. d'Orleans, soft pink. 3	.00	28.00	250
Duc de Wellington, pure wh. 3	.50	30.00	280
Edulis Superba, deep pink. 3	.00	28.00	250
Felix Crousse, ruby-red 4	.50	40.00	350
	.00	35.00	325
	.50	30.00	280
Karl Rosefield, dk. crimson 4	.50	40.00	375
Lillian Wild, flesh to white .10		75.00	
Lord Kitchener, deep red 6	.00	50.00	475
		50.00	
		35.00	325
		45.00	350
		50.00	400
		50.00	450
		35.00	300
		30.00	280
		40.00	375
Mixed Peonies, grown mixed 3.		25.00	225
	.00	27.50	250
		27.50	250
		27.50	250
PEONY LINERS			
2 to 3-eye divisions, 25 per			
3 to 5-eye price; 1 to 2-eye	div	isions,	50

3 to 5-eye price; 1 to per cent off the 3 to 5-eye price.
per cent off the 3 to 5-eye price.
SARCOXIE NURSERIES PEONY FIELDS
Wild Bros. Nursery Co.
Sarcoxie, Mo.

PEONIES

cordvil	e 8 to 5-eye divisions, F.o.b. Con le, packing extra. Special prices wil
be mad	le for large quantities.
	Each, per 100
3,500	Avalanche35c
2,400	Bayadere20c
3,500	Edulis Superba18c
2.000	Felix Crousse35c
7.000	Festiva Maxima30c
2,000	Inspecteur Lavergne40c
1.200	Laura Dessert20c
15,000	M Tules Elie
	M. Jules Elie25c
1,500	Modeste Guerin30c
1,500	Reine Hortense30c
4,000	Richard Carvel40c
1.200	Therese35c
5,000	Pink17c

Pink 11c
Akashi-gata 18c
Mikado 30c
Single, named varieties 25c
Saunders Hybrids, senstional
new shades, ask for list
STYER'S NURSERIES
Concordville, Pa.

MAY-FLOWERING PEONIES
Officinalis rubra plena, double red; Officinalis rosea plena, double pink; Officinalis alba plena, double white, \$400.00 per 1000 (250 roots at 1000 price), \$42.000 per 100, \$22.00 per 50, \$11.50 per 25. Recommended for planting in paper pots to sell as a spring

for planting in paper pots to sent as a proper plant.

Peonles, sinensis, Adolphe Rosseau, deep red; Albert Crousse, light rose-pink; Edulis Superba, early pink; Felix Crousse, fine red; Festiva maxima, deep red; Almer Rosefield, deep red; Mina, Jules Dessert II Rosefield, deep red; Mina, Jules Dessert II pink, 3 to 5-eye roots, \$300.00 per 100, \$18.50 per 50, \$9.75 per 25.

SPECIAL: 100 roots, 10 each of 10 varieties, labeled, for only \$35.00.

New London, Conn.

HIGH-RATED PEONIES
The best in their color class.
Myrtle Gentry, light pink\$0.6
Nancy Dolman, huge deep pink5
Longfellow, crimson
Hansina Brand, flesh
Mrs. A. M. Brand, white
Philippe Rivoire, best red
Mrs. J. V. Edlund, creamy-white70
Mary Brand, red
Ella Christiansen, huge pink50
Richard Carvel, early red
5 each of the above (actual value \$29.00)
all properly labeled, for \$25.00, 50 strong 3 to
5-eye divisions from young stock. It costs
but little more to grow the best. Minimum order \$5.00.
FACIE CARDENS

Box	254			~ .				E	a	gl	le	Gro	ve,	la.
			PE	ONI	E	S								
St	rong.	healthy	3	to	5.	e	У	e	-	11	v	isions	s fro	m
your	ig pla	ants.										10	10	0.0
Karl	Ros	efield, de	ep	red	١.		*			×	. !	\$3.50	\$25.	00
Fest	iva A	Jaxima,	wh	ite			*					3.50	25.	00
Aug	uste 1	Dessert,	rose									3.50	25.	00
		les Elie.										3,50	25.	0.0
		Schroed										3.50	30.	00
Walt	ter F	axon, sa	lm	on								3.50	30.	0.0
		rnhardt.										3.50	30.	00
		best wh										5.50	50.	00
	8 00											00	100	
	4												200	

PEONIES Per 10 Per 1	10
Brand's Magnificent, red\$0.50 \$0	.4
Richard Carvel, red	.51
Martha Bulloch, pink	.51
Mons. Jules Elie, pink40	.31
	.41
Sarah Bernhardt, pink40	.3:
Red and Pink, to color25	.20
3 to 5-eye divisions. Cash, free packing.	
WHEELOCK WILSON NURSERY	
Marshalltown, Ia.	

YOU ARE "SURE" WITH COTTAGE GARDENS PEONIES

Ask for list of Peonies including Tree Peonies

THE COTTAGE GARDENS LANSING 17, MICH.

TREE PEONIES 1-year grafts of named varieties, \$15.00 per 10, \$125.00 per 100, \$1100.00 per 1000. White, pink, red and purple. Trade list ATHA NURSERY, WEST LIBERTY, O.

PEONY MONS. JULES ELIE One of the finest for cut flowers. Generous visions, from 3-year plants, \$37.50 per 100, \$325.00 per 1000. LITTLEFORD NURSERIES, Vincennes, Ind.

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PHLOX DECUSSATA	
Outstanding new varieties, originated b	by us.
New Cameo Queen, cameo-pink; very cl perpetual bloomer: 1-year.	
New Helen, bright, rosy-red; unusual;	1-vr
New Cheerio, bright velvet red; 1-year.	~ ~ ~
New Evelyn, peachblossom-pink; 2-year,	
New Florence, perfect heads of unusual	pink
with deep red eye, 2-year,	

New Florence, perfect heads of unusual pink with deep red eye, 2-year.

New Mary, applebloasom-pink, red-eye; 1-yr.

New Princess, pure white; perfect heads, good foliage; 2-year.

B. Comic Comments of the comment of

PHLOX SUBULATA (Creeping Phlox) Admiration, dainty pink with white eye Alba, pure white flowers Astro, deep orchid-rose

ASTFO, deep overlig-rose Blue Hills, attractive pale blue Butterfly, lilac blush with purple eye Crimson Beauty, showy cyclamen-red Sensation, pure pink with red eye.

Transplants from field rows, \$9.00 per 100, \$5.00 per 1000, prepaid.

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250 or more of a variety at 1000 rate. Properly moss packed, labeled and shipped transportation prepaid by us. Cash, please.

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Our new list on Hardy Phlox and Creeping Phlox has been mailed. If you didn't get your copy, please write for it at once. WALTERS GARDENS Zeeland, Mich.

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PHLOX
If interested in Phlox and other perennials, please send for list.
HENRY LE POIRE
Zeeland, Mich.

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1-year, field-grown grafted plants imported from Holland in the spring. \$75.00 per 100, \$350.00 per 500, \$650.00 per 1000 lot. List of varieties on demand. VERKADE'S NURSERIES, Wayne, N. J.

RHODODENDRON MAXIMUM
Nursery-grown and collected. 2 to 7 ft.
igh. Well-shaped, symmetrical plants.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

Nursery-grown hybrid Rhododendrons, landscaping sizes. Parmentier's Roses, Bayport, L. I., N. Y. Telephone—Bayport 8-0811.

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ROSEBUSHES
2-YEAR PLANTS.
Grown, graded and packed to perfectio
246 varieties and 12 different types to choofrom.

WRITE TODAY FOR PRICES AND BOOK YOUR REQUIREMENTS NOW!

ROSEMONT NURSERIES D. L. Thompson, Owner Dept, AN Tyler, Tex.

THORNY ROSA MULTIFLORA THORNY ROSA MULTIFLORA
Order for fall or spring delivery.
2 to 3 mm, caliper. \$10.00 per 1000
3 to 6 mm, caliper. \$10.00 per 1000
6 to 12 mm, caliper. \$2.00 per 1000
Bed-run, 2 mm, up. \$2.50 per 1000
10 per cent off on orders of 10,000 or more.
No packing charge, F.O.B. Vandalla, Ill.

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WANDAHR, HI.

MULTIFLORA ROSE UNDERSTOCK.
STRAIGHT SHANKED SEEDLINGS, EXPERTLY GRADED. 4 TO 6 MM., \$27.50
PER 1000; 2 TO 4 MM., \$17.50 PER 1000
OR MORE. NO PACKING CHARGE. EXCELLENT STORAGE FACILITIES. CAN
DELIVER FALL, WINTER OR SPRING.
FARM LANDSCAPE CO.
BOX 230

ROSA MULTIFLORA JAPONICA
Thornless, the best for budding purposes;
1-in. cuttings, \$2.00 per 100.
2-yr., grown from 12-in. cuttings, not grown
from seeds; well-rooted, well-branched, 18
to 24 ins. \$7.00 per 100, \$60.00 per 1000;
2 to
3 ft., \$8.00 per 100, \$70.00 per 1000.
FINGER LAKES NURSERIES
Geneva, N. Y.

FIELD-GROWN ROSEBUSHES
FINEST QUALITY
Hybrid Teas, Floribundas,
Polyanthas and Climbers.
Price and variety list on request.
WELLS BROS. NURSERY
625
Lindale, Tex.

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MULTIFLORA ROSE SEED
CLEAN, FRESHLY COLLECTED FROM
THORNY UPRIGHT PLANTS, ADAPTED
TO MIDWEST CLIMATE. READY BEGINNING OCTOBER, \$3.75 PER LB.; \$3.25. 10LB. QUANTITIES. PRICES ON LARGER
QUANTITIES ON REQUEST.
FARM LANDSCAPE CO.
BOX 230

MULTIFLORA ROSE SEEDS, picked from thorny, upright plants. Order now for fall delivery from 1955 crop.

1 to 8 lbs. \$3.50 for 50 lbs. \$2.55 lbs. or more \$2.00 F.O.B. \$3.00 F.O.B. FARMLAND IMPROVEMENT CO. Box 124 Yorkville, Ill.

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AZALEAS

Rose Bud. Herbert, Palestrina, Pink Profusion, Good Times, Amoena, Ethelwyn, Poukhanense, Othelfo, Pink Pearl, Fedora, Sakata Red. Atlanta, Sizes 8 to 10 ins., 9 to 12 ins., 12 to 15 ins. Priced by size range, 50c to \$1.35.

The following in field sizes, range between 12 and 15 ins. to 2½ to 3 ft. Weigelia variegata. Weigelia Eva Rathke, Euonymus patens, Euonymus japonicus, Euonymus patens, Chamaecyparis plumosa, Chamaecyparis plumosa, Chamaecyparis plumosa, Chamaecyparis plumosa, Chamaecyparis plumosa, Chamaecyparis plumosa, Chamaecyparis plumosa aurea, Chamaecyparis pisifera aurea, Thuja aurea nana, Biota, Chamaecyparis Allumi. Prices range between 80c to \$1.55.

In pots or cans, aged 2 and 3 years. Cotoneaster horizontalis, 90c and \$1.55.

Pyracantha, orange berries, \$1.00 and \$1.50.

Pyracantha, orderries, \$1.25 and \$1.75.

Abelias, 75c and \$1.00.

All foregoing for delivery only at nursery. WINDY ACRES NURSERY

Cross Keys Rd., P. O. Box 72 Pitman, N. J.

VIBURNUM CARLESI

This is the first time since the beginning of the war that we have been able to offer a supply of Viburnum Carlesi seedlings. All these years we have not been able to buy any seed and still cannot, but can offer these seedlings because we have our own seed by this time. We offer the following for spring, 1955:

Strong, 2-yr, seedlings Per100 Per1000 4 to 6 ins. \$15.00 \$125.00 6 to 8 ins. 20.00 175.00 6 to 8 ins. 20.00 175.00 Transplants, branched, mail-order size, 12 to 18 ins., \$75.00 per 100.

C. HOOGENDOORN

Turner Rd. Newport, R. I.

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W:

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M

SEEDLINGS, WHOLESALE LIST All our seedlings are grown in open beds, with proper irrigation and fertilization. They have good caliper for height.

ACER GINNALA (Amur Maple)
Best dwarf Maple; colorful, bright red
fruits granter while leaves are green.
"The scarlet age while leaves are brilliant
as any of the Maples. A good tree for spectmen or for screening purposes, requiring no
care."—Wyman.
Size 100 rate 1000 rate
6 to 12 ins. \$0.04 \$0.03
2 to 18 ins. 06 04
18 to 24 ins. 09 06
FRAXINUS LANCEOLATA (Green Agh)

| 18 to 24 ins. | 20 | 1.6 |
| THUJA ORIENTALIS ROCHESTER STRAIN |
| Seed selected from plantation trees at Soil |
| Conservation Nursery One of the best planta |
| for screening that we know of. Fast grower, can be trimmed to hedging size of 3 ft. |
4 to 6 ins.	9.6	9.6
6 to 8 ins.	9.6	0.4
8 to 12 ins.	9.9	0.7
12 to 18 ins.	9.0	1½ \$0.01
2 to 18 ins.	9.2	9.1½ \$0.01
12 to 18 ins.	9.3	9.2
18 to 24 ins.	9.3	9.2
VIBURNUM DENTATUM (Arrow-Wood)		

POTTED GRAFTS, 1-YEAR All stock is well-rooted.

White Dogwood
4 to 5 ft., br. 1.50
3 to 4 ft., br. 1.00
2 to 3 ft., br. 50
Add 50c extra for B&B.
CRIMSON DALE NURSERY
Winchester, Tenn.

SEEDLINGS, TRANSP	LANT	Tr 2000
Taxus capitata	Per 100	Per 1000
2-yr., 3 to 6 ins	\$10.00	\$90.00
Austrian Pine	******	
2-yr., 3 to 6 ins	3.50	25.00
3-yr., 8 to 12 ins	5.00	35.00
4-yr., 12 to 24 ins	8.00	50.00
T., 6 to 12 ins	8.00	60,00
T., 12 to 18 ins	12.00	75.00
Scotch Pine		
2-yr., 3 to 6 ins	3.50	25.00 50.00
T., 4 to 8 ins,	6.00	50.00
2-yr., 1 to 3 ins	4.00	30.00
Ponderosa Pine	7 00	40.00
T., 8 to 15 ins	5.00	40,00
T., 8 to 12 ins	25.00	****
Colorado Spruce		
2-yr., 1 to 3 ins	3.50	20.00
3-yr., 3 to 8 ins	5.00	40.00
4-yr, 6 to 8 ins,	6.00	50.00
T., 4 to 8 ins	10.00	80.00
Engelmann Spruce	20100	00200
2-yr., 1 to 3 ins	3.50	25.00
Norway Spruce	2 50	20.00
2-yr., 3 to 6 ins	3.50	
5000 or more graded, \$15.00	o per 1	1000
3-yr., 6 to 12 ins	6,00	30,00
4-yr., 10 to 15 ins	8.00	60,00
T., 6 to 12 ins	15,00	120.00
T., 12 to 15 ins	10.00	120.00
T., 6 to 12 ins	8.00	60.00
T., 12 to 18 ins	15.00	120.00
Douglas Fir		
2-yr., 3 to 6 ins	4,00	25.00
T., 4 to 8 ins,	10,00	80.00
T., 12 to 18 ins,	35.00	
Larch, European		
2-yr., 8 to 12 ins	3.50	25.00
Thuja, American	3.50	20.00
2-yr., 2 to 4 ins Hemlock, Canadian	3.80	20.00
2-yr., run of beds	5.00	35.00
2-yr., graded, 4 to 8 ins	8.00	50.00
Privet, Regels, seedlings	0.00	20,00
2-yr., 12 to 18 ins	10.00	60,00
2 vn 15 to 24 inc	12.00	80.00
3-yr., 15 to 24 ins T., 12 to 24 ins	15.00	129.00
Viburnum Lantana	10.00	129.00
seedlings, 12 to 18 ins.,		
grafting size	8.00	75.00
T., 6 to 10 ins	12.00	10.00
TT., 12 to 18 ins	15.00	****
Acer palmatum		
T., 4 to 8 ins		4.53
T., 8 to 12 ins., grafting size	15.00	****
Complete catalog on re- HEASLEY'S NURSER		
Freeport Rd.		er, Pa.
The Part Asia	236611	ers ra.

HEASLEY'S NURSERIES
Freeport Rd. Butler, Pa.

UNUSUAL LANDSCAPE ITEMS
Tauga canadensis, 5 to 1 ft.
Tauga Faqoilinians, 5 to 9 ft.
Tauga Fremdi, 6 to 8 ft.
Taxus Browni, 5 to 8 ft.
Taxus Browni, 5 to 8 ft.
Taxus Hicksi, 5 to 8 ft.
Taxus Hicksi, 5 to 8 ft.
Taxus Heksi, 5 to 8 ft.
Picea Gensata glauca, 12 to 16 ft.
Picea Gensata glauca, 12 to 16 ft.
Picea Gensata glauca, 12 to 16 ft.
Picea Gensata glauca, 12 to 18 ft.
Picea Discounting of the Picea Figure of the Picea F UNUSUAL LANDSCAPE ITEMS

COTONEASTERS
Horizontalis, 2½-in, pots, \$15.00 per 100;
6-in, cans, \$1.00. Divaricata, 2½-in, pots,
\$15.00 per 100; 6-in, cans, \$1.00. Praecox,
2½-in, pots, \$20.00 per 100; 6-in, cans, \$1.50.
BAIER LUSTGARTEN NURSERIES
Jericho Turnpike, Middle Island, I. I., N. Y.
Phone YAphank 4-3444

SHRUBS and TREES—Continued
SHRUBS AND TREES Per 100 Per 1000
Norway Manle 1.vr
Red Barberry, 1-yr.,
Kousa Dogwood, 3-yr. trans-
plants, 18 to 24 ins 75.00 Pink Dogwood, 2-yr. grafts, 18 to 24 ins
White Dogwood, 1-vr.
12 to 14 ins 6.00 50.00 Canadian Hemlock, 3-yr.,
12 to 14 ins. 6.00 50.00 Canadian Hemlock, 3-yr., transplants, 8 to 10 ins. 12.00 100.00 10 to 12 ins. 15.00 140.00
14 to 16-in, spread 75.00
6 to 8 ins 5.00 35.00 Scotch Pine, 2-yr., 4 to 8 ins 5.00 35.00 Norway Spruce, 2-yr.,
4 to 6 ins. 4.00 30.00 Immediate shipment, Free packing for cash. RUMMEL NURSERIES Pompton Plains 1, N, J.
Pompton Plains 1, N. J.
FIELD-GROWN LINERS
Perberis mentorensis, 2-yr., TT.,   field-grown, 6 to 9 ins \$15.00
field-grown, 6 to 9 ins
field-grown, 9 to 12 ins
Cotoneaster divaricata, 2-yr.  TT., field-grown, 15 to 18 ins. 15.00 Euonymus patens, 2-yr. TT.  field-grown, 8 to 12 ins. 15.00 Codd-th Metery 2 z ITT.
field-grown, 8 to 12 ins 15.00
Euonymus patens, 2-yr., TT., field-grown, 8 to 12 ins
field-grown, 12 to 18 ins 15.00 Laurocerasus caroliniana, 1-yr., (S),
field-grown 8 to 12 ins. 6.00
field-grown, 8 to 12 ins 6.00  Viburnum Burkwoodi, 2-yr., TT., field-grown, 8 to 12 ins 20.00  ATHENS NURSERY CO.
Athens, Ala.
SHRUBS AND TREES Row-run, \$30.00 per 1000.
50,000 Amoor River Privet, 1-yr., rooted
Row-run, \$39.00 per 1000, 50,000 Amoor River Privet, 1-7., rooted cuttings, all heavy, 6 to 9 ins., \$25.00 per 1000; row-run, 9 to 18 ins., \$30.00 per 1000; all 2 or more canes, 9 to 18 ins., \$35.00 per
2000 Cornus sibirica, 24 to 36 ins., \$6.00 per 100, \$50.00 per 1000
2000 Ibolium Privet, 3-yr., very heavy, 3 to 4 ft., 20c each.
2000 English Privet, 3-yr., very heavy, 2 to
3 ft., 20c each. 2000 Lombardy Poplar, 2 to 3 ft., 8c; 3 to 4 ft., 10c; 4 to 5 ft., 12c Pfitzer Juniper, 18 to 24 ins., \$2.50; 24 to 30 ins., \$3.00; 30 to 36 ins., \$3.50. PAUL'S NURSERY
30 ins., \$3.00; 30 to 36 ins., \$3.50.
R. D. 3 Phone: 32161 Shelby, O. SHRUBS AND TREES 100 1000
Acer palmatum, transplanted
understock\$10.00 \$ 85.00 Acer palmatum atropurpureum,
1-yr. seedlings, 6 to 8 ins 15.00 125.00 Fagus sylvatica. 6 to 10-in.
Myrica nengylyanica 1-yr
seedlings, 4 to 8 ins 4.00 35.00 \$30.00 per 1000, lots of 5000 and over.  Thuja orientalis, transplanted
understock
seedlings
P. O. Box 788 Mountain View, N. J.
SHRUBS AND TREES Per 100 Per 1000
Magnolia grandiflora
18 to 30 ins
Yaupon Holly, 6 to 12 ins 5.00 40.00
American Helly 6 to 18 ins. 10.00 80.00
Ligustrum japonicum, 10 to 18 ins 3.00 25.00
American Holy, et of 12 ins. 10.00 50.00 Ligustrum Japonicum, 3.00 25.00 Write for complete list, L. H. BUTTER NURSERY Forest Hill, La.
CHINESE ELM LINERS 12 to 24 ins
3 to 4 ft 6.00 per 100
4 to 5 ft 10.00 per 100
6 to 7 ft 50 each
7 to 8 ft., % to 1-in 1.00 each
8 to 10 ft., 1 to 1½-in 1.50 each 10 to 12 ft., 1½ to 2-in. 2.00 each
HEAVY TRANSPLANTS  6 to 7 ft., ½ to ½ ·ln
JAPANESE RED MAPLE SEEDLINGS

JAPANESE RED MAPLE SEEDLINGS Specializing in Red Maples from seed. 2-yr., 3-yr. and 4-yr. branched transplants. Best Red Maple seedlings available anywhere.

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Priced to save you money.
Junipers: Pfitzer, Hetz, Irish, Polish, Von
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capitata, Black Hills Spruce and many others. Several thousand large shrubs in variety,
cut back and transplanted. Fine block of
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FIELD-GROWN STOCK
10 100
Ampelopsis Lowi, 2-yr., No. 1 \$7.50 Azalea mollis, mixed, BR., 3-yr.,
9 to 12 ins 4.50 \$42.5 Cornus elegantissima, var., 18 to
24 ins 6.00
Deutzia carminea, 15 to 18 ins 5.00
Euonymus radicans, 2-yr., 12 to
18 ins
Kerria japonica fl. pl., 18 to 24 . 5.00
Spiraea japonica coccinea, 9 to
12 ins 4.50
LOUIS COLAVECCHIO NURSERY
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HARD MAPLE (ACER SACCHARUM) Collected
Straight trees Per 100
to 2 ft\$ 55.0
to 3 ft 90.0
to 4 ft 120.0
to 5 ft 150.0
to 6 ft 200.0
Woods run (for cutting back)
to 3 ft\$45.0
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Fall delivery.
F.O.B. Red Wing. Packing at cost.
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	LILAC	S	10	100
French, O.R., mixe	d varie	eties only		
2 to 3 ft		******	\$0.70	\$0.60
3 to 4 ft				.80
4 to 5 ft		******	1.25	1.15
Rothomagensis, 2	to 3 ft.		.45	.40
3 to 4 ft			.50	.45
4 to 5 ft		******	.70	
Beauty Bush, 2 to	3 ft		.55	.50
3 to 4 ft			.65	.60
4 to 5 ft			.80	.75
		st. Cash.		
WHEELOCK				
Mars	halltov	en. Ia.		

EVERGREENS, B&B, ETC.
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540 Andorra Juniper, 2 to 21/2 ft \$2.50
300 Andorra Juniper, 21/2 to 3 ft 3.00
DOGWOOD, WHITE-FLOWERING
1800 3 to 4 ft., well-branched 2,21
900 4 to 5 ft., heavy, well-branched 2.50
760 5 to 6 ft., heavy, well branched 3.21
300 6 to 7 ft., heavy, well branched 4.2
Above stock, well-trimmed, heavy and
growing in finest balling soil. You all come
and see us, but let us know you are coming
Bernard Wherry, Prop. Phone 186-J.
WHERRY'S NURSERIES, St. Marys, W. Va
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BERBERIS THUNBERGIATROPURPUREA (Red-leaved) Strong, bushy plants, 15 to 18 ins., \$25.00 per 100; 18 to 24 ins., \$35.00 per 100. KLUIS' NURSERIES, Pompton Plains, N, J.

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Bare-root Per 10
Cornus florida, 2 to 3 ft \$ 75 0
Cornus florida, 3 to 4 ft 100.0
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Norway Spruce, 12 to 18 ins 25.0
Norway Spruce, 18 to 24 ins
Pinus Strobus, 12 to 18 ins 25.00
Pinus Strobus, 18 to 24 ins 30,00
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Per 10
Deutzia gracilis, transplants,
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6 to 8 ing 15.0
List of other liners ready September.
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FLOWERING CRABS
40 varieties, best of the old and newer varieties. 1-yr. whips and branched. Also
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THUNDERCLOUD PURPLE-LEAVED
PLUM
1-yr., well-branched, sizes to 6 ft. and over.

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67. 62.	00 Es.	VIIICOIIII	es, ind.
	LIGUSTRUM	REGELIANUM	
		Each, 100	1000
2 to 1	ft., heavy, well	-branched.\$0.55	\$0.45
	LIGUSTRUM	OVALIFOLIUM	
2 to :	ft., heavy, well	-branched15	.12%
3 to 4	ft., heavy, well	-branched20	.17%
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	All prices, load	led on your truck	
	RICHARD	SCHWOEBEL	

Ardmore Ave. and Haverford Rd. Ardmore, Pa. EUONYMUS LINERS

Rooted cuttings, 6000 Erectus, 750 Carri-

erei.
2c each per 100; 6c each per 1000.
Transplants, branched, 8 to 10 ins.
500 Erectus, 250 Carrierei, 25c each.

P. O. Box 87	n C. P	Huma	nsvil	lle,	Mo
Golden Syringa, 2 to	3 ft				\$0.90
French hybrid Lilace 2 to 3 ft	s, 18 to	24 in	8		.50
Euonymus Carrierei,	12 to	18 ins			.56
Regels Privet, 24 to 3 Calif. Privet, heavy	if ins	9 40		xx	.15
American Arborvitae	, 2 to	3 ft.	****		1.75
3 to 4 ft Ridgeview Nurser Madison O.					

CHINESE ELM
SURPLUS OF
1000 4 TO 5 FT.
1000 5 TO 6 FT.
1000 5 TO 6 FT.
1000 6 TO 8 FT.
500 10 TO 12 FT.
HEAVY, ROOTED AND WELL-TRIMMED.
CHAS MCCANCE
SOUTH SIDE NURSERY
Cozad, Neb.

RED BARBERRY
(Berberis Thunbergi atropurpurea)
FOR FALL DELIVERY
18 to 24 ins., 15c per 1000.
15 to 18 ins., 12% per 1000.
This is excellent material at competing rices. Write to

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PINK DOGWOOD 5000 3 to 8 ft. Heavy, 2, 3 and 4-year-old, WHITE DOGWOOD 5000 3 to 18 ft.

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Corner of Naugatuck Ave. and
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Milford, Conn.
CORNUS FLORIDA
3 to 4 ft., \$1.00, B.R.; \$1.50, B&B; seedlings, 6-in., \$30,00 per 1000; 8-in., \$50,00 per
1000; 24 to 30 ins., \$1000.00 per 1000,
CORNUS RUBRA, 4 ft., nice head, \$5.00,
B&B. B&B. BAIER LUSTGARTEN NURSERIES
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Jericho Turnpike, Middle Island. L. I., N. Y.
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Y.

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SURPLUS SEEDLINGS TRANSPLANTS 1900 Red Barberry, 2½ to 3 ft. 1900 Balsam Fir. T., 4-yr., 5 to 7 1900 Blue Spruce, T., 4-yr., 7 to 1 1900 Sotoch Pine, T., 4-yr., 12 to 1 1900 Sotoch Pine, TT., 5-yr., 15 to 1 1900 White Pine, 3-yr., 36a, 1 1900 White	Per 100 \$50.00 ins 20.00 10 ins. 32.00 16 ins. 27.00 0 22 35.00 22 ins. 27.00 1000. \$25.00
EUROPEAN WHITE BII 5 to 6 ft., well-shaped 6 to 8 ft., well-shaped 8 to 10 ft., well-shaped AMERICAN BIRCH, 4 to 6 ft. Cash with order, no packing SANGALLI NURSERIES, FEB	\$1,75 2.25 3.25 1.10 charge.
CORNUS FLORIDA (White-flowering Dogwo Fine, well-branched tre 3 to 3½ ft., \$150.00 per 1 3½ to 4½ ft., \$200.00 per KLUIS' NURSERIES, Pompton 1	es 100. 100.
SEVERAL THOUSAND SILVE Nursery-grown and well-r- Can power dig. Call for appointment to in BACON'S NURSERY Phone 77731	ooted.
FORSYTHIAS Per 2 to 4 shoots	.00 \$300.00
AMOOR RIVER NORTH PI Any quantity Branched, 18 to 24 ins. 2 to 8 ft. 3 to 4 ft. MRS. R. L. ROBINSON, Green	100 1000 \$3.00 \$28.00 4.00 30.00 5.00 40.00

DIXIE RED CRAPE-MYRTLE Nice specimens, 2 to 3 ft., also snow white, pink and orchid, \$50.00 per 100. Sample doz., \$6.00. MRS, R. L. ROBINSON, Greenville, Ga.

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CHIPMAN'S CANADA RED RHUBARB, ALSO MacDONALD RED RHUBARB. Good No. 1 divisions by the 100 or 1000. We have some nice Latham Raspberry plants, mostly ¼-in. and up. Write for prices.

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VICTORIA, grown 1-yr, from divisions. A
thrifty market strain. Excellent sale plants
with strong eyes and a young root system.
2-in. crowns or better. We are taking orders
now for fall or spring delivery.
\$10.00 per 100, \$90.00 per 1000,
ROUDEBUSH GARDENS
4331 Needmore Rd. Dayton 4, O.

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ASPARAGUS PLANTS
2-year plants, strong, well-graded, for fall

or spring. \$3.00 per 100, \$16.00 per 100 ROUDEBUSH GARDENS 4331 Needmore Rd. Da Dayton 4. O.

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Lonicera japonica Halliana, extra-heavy
No. 1, 3 and 4-year, 18 to 24-in. Reld plants,
3 to 4 leads, \$40.00 per 1000; lighter grade,
\$30.00 per 1000; sample 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order
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4-in, pot plants. No. 1 stock. Fall or spring
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tity.
The D. S. GEORGE NURSERIES
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Each, 10 r	rate	100	1000
ASPARAGUS			
Martha Washington, 1-yr.		\$1.75	
Paradise, 1-yr		2.00	
RHUBARB Giant Victoria,			
1/2 to 1-in		6.00	\$50,00
		7.00	60.00
SAGE			
Holt's Mammoth, 1-yr \$	0.10	7.50	****
HORSERADISH,			
1-in. and up	.05	4.00	
WALNUT Thos. Black		*****	
(grafted) 2 to 8 ft	90		
3 to 4 ft			
BENTON COUNTY NURSE			
Dept. 5			Ark.
Dept. a	E	cogers	AFR.

Buxus Japonica, Myrtus compacta, Golden Ligustrum; Ivies, English, Hahn's, Algerian, Madeira (large, variegated leaf), Needle Point, California Fan, Glacier, Gold Dust; Ivy Geraniums, California Privet, English Privet, Will make nice 2½ to 3-in, plants, \$4.50 per 100, \$45.00 per 1000, All soil-grown, Albert R. Altwine, 1272 E. Center, Anaheim, Calif.

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WANTED

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Up to 300,000 2-year, No. 1 Scotch Pine seedlings, from beds or transplanted, for Christmas tree planting. Quote best quantity price for top-grade plants. Will take delivery early spring 1956.

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WANTED
To contact buyers for Pine seedlings,
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McCURDY BROS. NURSERIES
Manton, Mich.

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BIRD FEEDERS

Wild bird feeding stations and houses are now big business. If located in a suburban or rural area, you can share BIG profits, Generous discounts, fast turnover, many repeat sales. Write on your letterhead for Catalog HN Catalog HN.

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Portland 14, Or 95 Chambers St. 311 S.E. Belmont

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LIVE CHRISTMAS TREES

RED AND WHITE PINE 4 TO 5 FT. AND 5 TO 6 FT. SIZE, B&B. SHEARED, 4 YEARS NORWAY SPRUCE, 3 TO 4 FT., B&B.

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CHRISTMAS TREES
5000 SHEARED RED PINE
5 to 8 ft,
CALL FOR APPOINTMENT TO INSPECT
BACON'S NURSERY
Lowell, Ind.

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DRIFTWOOD
Unusual pieces, treated and plain.
Dish garden assortment, \$7.50.
General assortment, \$10.00.
Cash with order, We pay postage,
THE DRIFTWOOD CO.

Austin 62, Tex.

Western cones, ½-in, to 1 ft, long, Price list. Western Tree Cones, 1925 Brooklane, Corvallis, Ore.

Sell Stock Quickly and Easily with American Nurseryman Classified Ads

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PETERS SPECIAL, 20-20-20, general purpose feed.
PETERS SPECIAL, 21-7-7, chelate iron, Azalea neutral.
PETERS SPECIAL, 21-7-7, chelate iron, Azalea ceid de ceid fron, Azalea PETERS SPECIAL, 21-7-7, chelate from Azalea acid, \$6.00 per 25-lb, bag, \$20.00 per 100 lbs. F.O.B. Allentown, Pa. ROBERT B. PETERS CO. 739 N. 7th St. Allentown, Pa.

#### FLATS

2	MIN	NESOTA	WHIT	E CEDAR	FLATS.
				Wt.	Price
		by No.		Per 100	per 100
No.	1,	14x20x2%		320	\$25.00
No.	2,	14x20x33		400	29.00
No.	8.	12x16x23		260	19.00
No.	4.	12x16x3%		275	29.00 19.00 22.50
		14x16x2%		275	21.50
No.	6,	14x16x33			25.50
No.	7.	15x22%x	2 %	380	28.50
No.	8.	15x22%x	3 %	425	33.00
No.	9,	11 14 x 22 %	x2%	320	23.00
No.	10.	11 14 x 22 %	x3%	400	26.75
No.	11.	14x16x5		450	30.00
No.	12.	5x11x5 .		160	
					18.50
Plan	at b	oxes, 5x8	16 x 2 %	45	5.00
					quest.
5					of 1000 or
	*				

The above measurements are inside. Bottoms and sides of cedar flats are 36-in, thick; ends are 48-in. Flant boxes are thinner. All material surfaced on one side. Your name and address printed up to 3 lines in black ink, on one or both end pieces at the following rates: Set-up charge, \$1.00, plus \$6 per piece for the first 1000 ends. \$6 per end thereafter. Shipped knocked-down in units of 25.
All shipments by truck unless otherwise ordered. F.O.B. Cook, Minn. Attach check. H.C. HILL & SONS. Cook, Minn.

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H. C. HILL & SONS, Cook, Minn.

REDWOOD FLATS, K. D.
Finest stock obtainable. Guaranteed all
clear heart. Size 20x15x3 ins. inside measure.
\$38,00 per 100.
1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bdl.
50 pcs. to bundle, 5 ft., \$4.50 per bdl.
50 pcs. to bundle, 6 ft., \$5.50 per bdl.
Ship same day. Cash with order, please.
YOHO & HOOKER, Youngstown 2, Ohio

YOU CAN SELL YOUR STOCK QUICKLY AND WITH LESS EXPENSE BY ADVERTISING IN

THE CLASSIFIED COLUMNS OF THE AMERICAN NURSERYMAN

## HOLLY

BERRIED
ENGLISH HOLLY
Don't confuse with ordinary wild Holly.
This brilliant green, CULTIVATED Holly
is grown only in the Pacific Northwest,
HORMONE DIP minimizes leaf and berry

HORMONE DIP minimizes leaf and berry drop.
BULK PACK, 10 lbs. to carton. 20x30x30 ins., branches 4 to 6 ins.
GIFT BOX PACK, 24 gift boxes. 4x6x14 ins. 13 lbs. to carton.
Also attractive and wide selection of artificial wreaths.
Frompt delivery. Shipped refrigerated expess. Write wire or phone nearest office prices and shipping information.

J. HOPERT CO.

for delivered prices and snipping information.

J. HOFERT CO.

Your assurance of painstaking quality
Since 188 Williams St.
Phone Mitchell 2-3118

Pittsburgh 3, Pa., 1726 E. Carston St.
Phone Everglade 1-6649

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Phone Franklin 1-6316

Kansas City 6, Mo., 811 Central
Phone Pranklin 1-6316

Los Angeles 47, Calif., 5852 S. Western Ave.
Phone Axminster 3-7247

Seattle 4, Wash., 516 Sixth Ave., S.
Phone Eliot 0334

Shipped express prepaid.

LABELS	
DAHLIA OR TREE LABELS	
Priced per	1000
Plain Pa	inted
3 1/2 x % ins., notched (not wired).\$2.50	\$3.00
3 ½ x % ins., wired (copper) 3.30 POT LABELS	4.10
4x% inm. (cartons 1000 each) 3,30	3.95
5x% ins. (cartons 1000 each) 3.60	4.30
6x% ins. (cartons 1000 each) 3.90	4.85
8x% ins. (cartons 500 each) 6.00	7.20
10x% ins. (cartons 500 each) 7.00 GARDEN STAKES	8.50
Price per carton,	
8x % Ins. (cartons 250 each) 2.50	3.00
10x % Ins. (cartons 250 each) 2.75	3.25
12x1 1/2 ins. (cartons 100 each) 1.75 EVERMARK PENCILS	2.00
The original label marker, 1 dos.	7-in.

The original representation of the second per box, \$1.25.

Our labels are perfectly white and smooth noth sides and are pronounced by growers he best and most economical.

"We ship the same day."
YOHO & HOOKER
YOUNGSTOWN 3, O.

#### **ORCHID SUPPLIES**

BACTO ORCHID AGAR, 1/4 lb., \$3.85; 1 BACTO ORCHID decades.

1b., \$14.00.

DETEX, a safe, dependable DDT used by many growers; qt., \$3.50; gal., \$11.00.

Ask for latest price list.

Priced F.O.B. Houston. Subject to change

Priced F. V. D. Without notice.
WRIGHTWOOD FLORAL CO., INC.
WRIGHTWOOD FLORAL CO., INC.
Houston 9, Tex.

Small Ads Do Great Things in the American Nurseryman Classified Section.

#### PEAT MOSS

HOLLAND PEAT MOSS
"BRODLEAF" quality. Just arrived.
Standard burlapped bales,
\$3.65 each; 10, \$34.25.
Priced F.O.B. Houston. Priced F.O.B. Houston.
WRIGHTWOOD FLORAL CO., INC.
N. Main St. Houston 9, Tex.

Quick — Convenient — Cheap! Selling through the Classified Ads of the American Nurseryman.

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Surplus Stock can be easily and quickly turned into by listing it in the American Nurseryman Classified Ads

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cent; 25 bales up, less 10 per cent.
ALEC HENDERSON, INC.
1305 W. Randolph St. Chicago 7, Ill.

WE SHIP SAME DAY!
YOHO & HOOKER
Youngstown, O.

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IMPORTED BAMBOO CANE STAKES
F.O.B. NEW YORK OR HOUSTON, TEXAS.
DYED GREEN, CLEAN, STRONG. ALL
SIZES IN ROUNDS AND SPLITS. IMMEDIATE SHIPMENT.
BERKERY, INC.
62 Reade St.
New York 7, N. Y.

STAKES, GALVANIZED HARD STEEL Galvanized Wire. Prices and samples sent upon request. SCHUPP SUPPLY CO., Wilmette, Ill.

#### C. A. N. CONVENTION

[Continued from page 8]

Mr Hartman by Mr. White, a friend of many years' standing. Tracing Mr. Hartman's career in horticulture, Mr. White said: "Ray began in 1908 by organizing the Nature Nurseries at Boulder Creek. In 1915 he became chief entomologist for the state. From 1923 to 1925 he headed the bureau of nursery service and established the Saratoga Research Foundation and his present nursery firm in San Jose. In 1933 he was elected president of the Central chapter, in 1935 president of the C. A. N. and also of the Pacific Coast Nurserymen's Association. In 1941 he served as president of the National Shade Tree Conference, in 1947 was president of the National Landscape Nurservmen's Association and in 1948 held office as president of the Santa Clara Nurserymen's Association.

#### **Business Sessions**

Monday morning the state association officers and the board of directors met in their semiannual session to discuss questions submitted by the chapters since the midyear meeting in April. President Dave Stump presided.

A report from the treasurer indicated an expenditure since the midyear meeting of \$16,000 from a budget of \$37,860 for the fiscal year ending April 30, 1956. He stated that dues received to date totaled \$36, 248, plus additional income of \$1,006, leaving a balance as of September 1 of \$22,277.

Membership in the C. A. N. now totals 946, according to Membership Chairman Don Perry, a net gain of 26 since the midyear report.

## Research

Suggesting the appointment of subcommittees to supplement the work of the research committee in various phases of growing, Chairman Maunsell Van Rensselaer, Saratoga Horticultural Foundation, Saratoga, told of the success enjoyed by a group in the study of field-grown roses. "I'm sure that much good would come of special committee work in the examination of the problems of growing greenhouse and bedding plants, shade and fruit trees and ornamental shrubbery and matters of economics and marketing," he continued.

He also urged close cooperation with all state agricultural agencies and the agriculture departments of the University of California and that the C. A. N. recommend that the

## ACTIONS SPEAK LOUDER Insist on the GENUINE REDHEAD CAN SHEAR It cuts ALL cans



- CLEANLY
- SWIFTLY
- · SAFELY !!
- It's ALL-steel. zinc-plated.
- Its blade is heat-treated Carbon Spring.
- Its face plate is reversible. hardened.
- Has adjustable tension.

Nursery Prices: 1 or 2—Each \$6.75 3 for \$17.50—6 for \$30.36 12 for \$54.00

F.O.B. Berkeley, Calif.

Pkg. wt. ea. unit 4½ lbs.

The Redhead has been imitated!

Look for this Look for this "Handy-Man" label

It guarantees the REDHEAD only! (We don't repair the



Be sure of getting the genuine— buy Ayer-Line from our authorized jobbers. See advertisement in March 1 be sure of getting the genuine— buy Ayer-Line from our authorized jobbers. See advertisement in March 1 lissue for name of your nearest sup-plier—he can save you freight and

Ayer-Line INDUSTRIES, INC. 709 James St. BERKELEY 10, CALIF.

# MAKE BIG MONEY AS A LANDSCAPE NURSERYMAN

Make \$20 to \$60 a day. Millions of new and old homes, estates, etc. need modern landscaping. Easy-tofollow Home Study Course trains you to handle all types of Landscape Contracting. Earn while learn-ing. Hundreds of successful graduates. CESSIUI GRAUBACES
NATIONAL LANDSCAPE INST.
310 S. Rebertson Blvd.
Los Angeles 48, Calif.
Dept. N-105
Write for FREE Book

# WANT ADS

Display: 84.00 per inch, each insertion.

Liners: 35e line; Minimum order 83.50.

FOR SALE—Good bedding-plant business. 3 greenhouses, lath house, living quarters and 10 acres suitable for nursery stock. Priced to sell. Will lease to qualified persons. Have other business. Write for appointment if interested. Will buy bedding stock from good grower for truck route. FRANK KOHLER, Mikado, Mich.

FOR SALE—Used 50-lb, lard pails with handles, not cleaned out, \$65.00 per 1000 F.O.B. Beulah, Mich. Can be shipped by rai only. Pails nested, weight 2% lbs, each. For freight rates see your local agent. Lids available \$10.00 per 1000. Samples on request. PET-RITZ FOODS, Beulah, Mich.

FOR SALE—Forced to sell my nursery because of age and health. Stock, largely yews both in finished and growing sizes. Located on U.S. 27, close to school, church and stores V. W. LANE, Coldwater, Mich.

AN

# WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.00 per inch, each insertion.

Liners: 35e line; minimum order 83.50.

# HELP WANTED

PERMANENT POSITIONS FOR EXPERIENCED NURSERYMEN

Unusual opportunity with one of Southern California's largest wholesale nurseries for experienced aggressive nurserymen. Permanent, profitable positions combining security with a growing future. Finest working conditions. Beginning salary \$300 per month.

MONROVIA NURSERY CO. Box 196 Monrovia, Calif.

# HELP WANTED

PROPAGATING FOREMAN

PROPAGATING FOREMAN

We need an intelligent, mature and progressive man, well experienced in propagation of ornamentals under glass and outdoors, who can work with and direct men. The right person will be offered an excellent lifetime opportunity with good salary, house, modern conditions and many benefits in a pleasant rural community close to urban and metropolitan shopping centers. Please apply by letter, giving complete information about yourself and past experience.

JOHN VERMEULEN & SON, INC, Neshanie Station, N. J.,

# HELP WANTED

Experienced landscape foreman. Must have ability to handle labor and work from plans. Address re-plies to Box 187, care of American Nurseryman.

#### HELP WANTED

Young, experienced azalea nurseryman with family wanted as assistant manager for South Carolina plantation. Good wages and attractive home. Only best of references. Reply to Box 210, care of American Nurseryman.

BUSINESS OPPORTUNITY -BUSINESS OPPORTUNITY — Professor partly occupied by teaching duties nine months of the year, and free 3 months, owns 33-acre nursery in northern New Jersey which he operates as a part-time venture. Prosperous business conditions have resulted in more business than can be handled on a part-time basis.

Owner seeks working partner to share half of profits after

in more business than can be handled on a part-time basis.

part-time basis.

for profits after payment of fair living wage, Investment required; \$6000 in cash or notes for half interest in present stock with retail value of approximately \$48,000. Prefer college graduate with initiative and ability to take complete charge. Over 10 acres ready for plaining and money available for new ventures in planting and propagating.

Interested parties please contact Box 192, care of American Nurseryman.

HELP WANTED — Experienced nurseryman to take charge of nursery. Prefer middle-aged man. Nursery just established in connection with 1.250-acre farm. Good salary, nice home, water and electricity furnished free; in suburbs of Louisville, Kentucky, State full particulars in first letter to: HIGHBAUGH FARMS, 509 W. Market St., Louisville 2, Ky.

# HELP WANTED

Young man with experience and fol-wing wanted for position as representative in southern and southwestern Connecticut for wholesale agricultural supply house. Must have ability to meet supply noise. Must have ability to meet people and speak with authority. This is an excellent opportunity to grow with a progressive concern. Salary commensurate with ability and experience. Write fully, giving complete work history and references.

CALDWELL & JONES, INC. 219 Asylum St. Hartford, Conn.

# HELP WANTED

LANDSCAPE SALESMAN

For full-time employment with modern nursery landscape business in east coast community with excellent oppor-tunities. Must have own car and trainin plant materials from reputable landscape school or practical experience with same. Must have training in or experience with principles of landscape design. Apply by letter stating age, training, experience, references and en closing picture. State earliest date available. Write to Box 173, care of American Nurseryman.

# HELP WANTED

Landscape salesman or a graduate landscape architect. Car furnished. Year-round employment. Must be able to handle landscape sales department for established nursery in northern Indiana area. Apply by letter stating age, training, experience, references and enclose picture. State date available either this fall or early spring. Address replies to Box 227, care of American Nurseryman.

#### HELP WANTED

Experienced landscape man capable of installing planting and lawn. Able to handle equipment. Year-round employment. Excellent opportunity, with established nursery, in northern Indiana area. Apply by letter stating ace, training, experience, references and enclose picture. State date available. Reply to Box 225, care of American Nurseryman.

# HELP WANTED

Good opportunity for salesman with traffer who wants to travel, see country, yet make good income selling advertising services. Old-estab-lished business. Experience in landscape field preferred but not required. A very attractive offer for the right party. Address replies to Box 224, care of American Nurseryman.

## HELP WANTED

Experienced nursery foreman for established nursery in northern Indiana area. Excellent opportunity for right man, Year-round employment, Apply by letter stating age, training, experience, references and enclose picture. Nate date available, either this fall or early spring, Address replies to Box 226, care of American Nurseryman.

## SITUATION WANTED

Young Swiss gardener trained specialist for flower, fruit and garden cultivation, desires position. Write to:

EMPLOYMENT AGENCY HUWYLER Rennweg 32 Rennweg 32 Zurich, Switzerland

# FOR SALE

Wholesale and retail greenhouse in Albuquerque, New Mexico. 11,-500 sq. ft, under glass. Thermostat-controlled heat. Own water supply. Excellent living quarters. Additional land for nursery stock. Write or call:

> BERGER, BRIGGS & CO. 215 Third St., S.W. Albuquerque, N. M. Phone 3-6623

# FOR SALE

Immediately available, good 4x6-ft. cypress hotbed sash, glazed, ready for use. \$3.00 each, cash, F.O.B. point of storage, as is. Also some similar sash which requires minor repairs. \$2.00 each; same terms. Will help load. Located at Muscatine, Ia. Also 25,000 used, but in good condition, spring steel triangular tomato basket clamps. Contact N. Kloppman, H. J. HEINZ CO., Pittsburgh, Pa. or R. E. Ford, H. J. HEINZ CO., Muscatine, Ia.

# FOR SALE

BY OWNER

35-year-old established retail and landscape nursery in northwestern Ohio. Located within 3 miles of a rapidly growing industrial city of 60,000. Doing over \$50,000 business annually with excellent opportunity for enlarging. Consists of 50 acres well stocked, 2 lath houses, new storage building, 2 greenhouses and 6-room, all-modern home. Fully equipped with 3 trucks, 3 tractors, tree mover and several other specialized tools. Because of health, owner is anxious to sell and would consider selling part or all Address replies to Box 198, care of American Nurseryman.

## FOR SALE

The southwest's finest tree mover. All hydraulic. Fast, safe and simple. Capacity 13,000 lbs., 7½-ft. bail. Mounted on 1948 International truck, flat stake bed for double use. Also Ford tractor back hoe attachment for digring trees and holes. Complete \$3500.00.

HILL'S NIRSER!

OBDA 53
VICOTIA TEX.

#### FOR SALE

Secondhand greenhouses in all sizes. Greenhouse materials of every kind. Heating and construction pipe, valves, angle iron, flat iron, etc. 2500 cypress hotbed sash, 336 ft., 3 rows 10-in, glass, from center brace. We huy greenhouses for wrecking.

SEABOARD GENERAL SUPPLY CO.
P. O. Box 55

Phone: WAverly 6-0404

BUSINESS OPPORTUNITY—Partner to manage landscape company located near New Orleans. Owner is young professional tonneer who cannot devote time to operation of landscape company since duties with construction company and other activities have increased. Prefer landscape-architect graduate under 35, with ploueering spirit, who can invest by cash or note. Please send resume and small photograph to: LAND-SCAPE CO., Room 315, 2111 St. Charles Ave., New Orleans 13, La.



Here is a new pull type turf aerating and cultivating machine that can be attached to any 2½ h.p. or up garden tractor; will cover an acre an hour. It can be adjusted to penetrate 1"-2"-3" by simply setting a hand lever; transports itself. Can be used as riding sulky or aerating machine.

Excellent for reseeding old lawns and making grass grow by getting air, moisture and fertilizer down to the roots.

The cost is so low - \$115.00 - that every landscape contractor should have one. It is a valuable piece of equipment. Order today.

SOILAIRE Industries

Soil Aerating Machines • Power Rollers • Transmissions Minneapolis 3, Minn.

# ELECTRIC HOTBEDS



These Redicut Hotbeds are made of No. 1 Pecky Cypress full 1 in. thick. The back is 18 ins. high; the front is 12 ins. high; the ends slope (see drawing above). Easy to install. The sash will slide down or up for ventilation.

Complete with Add for Automatic

	917 50
3 x 4 feet	BI (.494)
6 x 4 feet	22.28
9 x 4 feet	22.28
12 x 4 feet	29.74
15 x 4 feet	29.74
6 x 6 feet	22.28
9 x 6 feet	29.74
12 x 6 feet	34.46
15 x 6 feet	58.82
18 x 6 feet	58.82

Now you can grow plants all winter and root cuttings fast for a few cents a day with thermostatically controlled, invigorating, uniform heat so necessary for optimum growth. Lead-covered cable and automatic thermostat by General Electric. Satisfaction guaranteed. Heating units can be purchased separate for your present hotbeds. You will be amazed with results. Catalog No. 155 gives detail information.

# YOHO & HOOKER GREENHOUSE CO. YOUNGSTOWN, O.

# SHRUBS AND VINES FOR AMERICAN GARDENS -by Dr. Donald Wyman Planting list guide for nurserymen. Recommends over 1100 species and varieties,

with secondary list of 1700. Over 100 illustrations.

\$7.50 per copy postpaid.

AMERICAN NURSERYMAN, 343 So. Dearborn St., Chicago 4, Ill.

state university conduct an economic survey of the ornamental horticulture industry. Mr. Van Rensselaer told the board that the ornamental horticulture department at U. C. L. A. is now exploring better means of watering container stock as a service to nurserymen.

# Nursery Service

Marston Kimball, speaking on behalf of the agriculture extension service of U. C. L. A., distributed booklets recommending plant selections for specific California areas and types of useful native plant material. He told the audience that his department hopes eventually to be able to provide lists of suitable materials for each varied growing area in every California county.

"The nursery industry is still growing in California, and the bureau of nursery service progresses along with it," reported this agency's chief, Wray Hiltabrand. "More licenses than ever before were granted during the past year," he continued, "bringing the total to well over 6,000."

Over 600 firms in the state are now shipping under the pinto tag, representing a 2-fold increase during the past five years. Rejections of nursery stock at destination have declined from 1,600 to 750 from 1937 to 1955, reflecting the effective cooperation between the grower and the inspection staff.

The primary objectives of the bureau are (1) the cleanup of all nursery stock to allow the elimination of inspection at the destination and (2) supply of stock to farmers and ranchers free of virus diseases and nematodes, he declared.

In response to questions concerning the grades and standards act, Mr. Hiltebrand pointed out the A. A. N. is formulating important changes and that the C. A. N. should pattern any changes or suggestions in the California law to conform to those enacted by the national association. He recommended the formation of a committee of grower specialists from the C. A. N. to work on this project.

### Tax Matters

Little change in the current status of tax problems in the state was indicated in the report of the tax committee by the acting chairman, James Wilson. Since there are two test cases under court study now resolving personal property tax questions, little can be done until decisions have been reached in these litigations, he advised. No new developments have occurred concerning the sales and

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Hundreds of installations throughout the United States are proof of customer acceptance and satisfaction. For example this Everlite model G- 17 x 30 was selected by the Cleveland Greenhouse Vegetable Growers Association as the ideal Show House because of its advanced engineering and precision fabrication.

Maintenance free... Everlite Greenhouses are quickly erected with minimum of labor and skill.

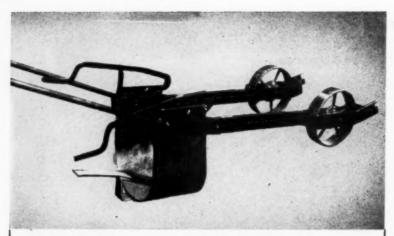
Everlite is the only completely standardized aluminum greenhouse with a custom built appearance. Widest range of sizes and types.

Ask for bulletin AN 1055 and state size and type of greenhouse you are planning. We will send complete information to you.

Aluminum Greenhouses. Inc.

14615 Lorain Avenue - Cleveland 11, Ohio - Phone: CLearwater 1-2345





# THE NEW ENGLAND TREE DIGGER AND ROOT PRUNER

This sturdily built digger is now available in 12-inch, 18-inch and 24-inch sizes. Orders can be shipped the same day as received. We use top-quality spring steel blades, full ball-bearing wheels and solid steel handles. Attachments available for direct tractor or side pulling. Extra blades available in all sizes.

Ask for descriptive folder and price list.

Also available: SEEDBED DIGGER—Ford tractor drawn. Other tractor attachments can be built. This is the greatest timesaver yet introduced. It does a perfect job on the roots. Adjustable to several depths.

# NEW ENGLAND TREE DIGGER AND ROOT PRUNER CO.

757 Washington St.

FAIRHAVEN, MASS.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.



use tax, while a bill to eliminate the so-called wheel tax died in the committee stage during the recent meeting of the state legislature. Mr. Wilson suggested that all tax problems be referred to the executive secretary's office in order that conclusions can be stock-piled into information available to C. A. N. members.

# Safety Plans

"Your safety committee functions through education and constant emphasis on safe practices," reported Chairman Harold Prickett to the directors. He urged individual chapters to avail themselves of the opportunity of securing programs on safety now being offered by Lumberman's Mutual and the state compensation fund, the two major carriers of the association's group insurance plans.

No decision was reached by the board on a plan to set up retirement benefits for Executive Secretary Elmer Merz. Two similar plans have been investigated, according to Jack McDonnell, that at an annual cost to the association of \$1,750 for the next 10 years would provide a death benefit of \$10,000 and a monthly income of \$100 for life to Mr. Merz upon reaching the retirement age of 65. "Two problems must be considered," Mr. McDonnell stated: "First, the money for such an expenditure is not budgeted, and second, the question of whether or not the current board can bind subsequent boards to this expense for the 10 years." Further action was tabled until the midvear meeting in 1956.

After the noon recess, Pressley Neville Jones, group insurance representative for the C. A. N., reported on the progress and growth of the various insurance plans. "At the inception of the welfare and medical plan in 1951, 54 firms were enrolled; the service is now being offered by 401 firms," he advised, "with claim payments of over \$440,000 during the four years of operation." There are 148 firms now carrying the group life insurance, representing a total of \$4,000,000 in coverage, he added.

# **Publicity Report**

Chairman Jack McDonnell of the publicity committee reported a steady increase in newspaper lineage utilizing the news releases prepared bimonthly by the Pacific Advertising staff in Oakland, under the direction of Carl Sickler. More than 600 outlets in California, which include newspapers and radio and television stations, are now using this material, proving the value of this program, Mr. McDonnell concluded. Hollis

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Surserymen's Favorites ...



AGRICO FOR LAWNS—specially formulated with right elements, organic and inorganic, for correct lawn feeding. Just right for trees and shrubs, too.

AGRICO FOR GARDENS—A special formula, for flowers of greater beauty, vegetables richer in flavor, higher in minerals and vitamins.

AGRICO FOR BROADLEAF EVERGREENS— for exacting requirements of rhododendron, azaleas, andromeda and other acid-loving plants. Builds soil acidity and feeds plant correctly.

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AGRICO FOR TURF—the 50% organic plant food that golf courses and landscape gardeners use. Ideal for home lawns, too. Good for feeding at any

All convenient sizes—Complete directions on every bag.



Outstanding results in nursery use-good profits to nurserymen who offer them to their customerssound reasons why these Agrico products are today's top favorites.

Cash in on America's most complete plant-food line -sell Agrico with nursery stock. Tie in with Agrico advertising-use Agrico ad helps. Order Agrico and Agrinite from nearest A.A.C. office, or write us today.

AGRINITE is the better (over 8% nitrogen) 100% organic plant food. High-grade nitrogenous tankage, not an animal manure or sewage by-product. Clean, odorless, won't burn. For all-season use. All convenient sizes

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The AMERICAN AGRICULTURAL CHEMICAL Co.

50 Church Street . New York 7, N. Y.

30 FACTORIES AND SALES OFFICES IN U. S., CANADA, CUBA

Gray, of Cottage Nursery, Vallejo, was again commended for his contribution, the Gardener's Check List, which accompanies each news re-

"Your legislative committee believes that it is more important to prevent legislation harmful to the industry than to promote bills," stated J. Awdry Armstrong, Armstrong Nurseries, Ontario, in his report on legislative matters. "Your executive secretary and the committee screened, studied and opposed all bills deemed injurious or unfair to the trade in cooperation with other management trade associations with particular attention to those bills presenting extremely unfair demands in the following categories, (a) work-men's compensation, (b) unemployment insurance, (c) minimum wage and (d) business practices," he concluded.

"I feel that the action on legislative matters is the most important function of the state association," was Mr. Merz' comment upon the completion of the legislative committee report.

#### Contests

Three distinct contests conducted during the past year to promote interest in the nursery industry among Amazing Advance in Misting Nozzles

The HUMIDOMIST SYSTEM for intermittent misting now includes our new twin discharge Type T-16 nozzle which cuts nozzle costs in half. A slit in each end of a brass tee discharges flat sprays, 16 to 20 qts. per hour each, total coverage about 2x15 ft. of bench area. Cost of nozzles about 28c per lineal ft. of bench. Price \$2 ea.



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Type A-6 Humidomist nozzles with self-cleaning orfice, \$4.00. Adjustable interval timer. 1 or 10-minute cycle, \$16.50. Electronic leaf timer, \$30.00. 24-hour electric clock, \$12.00. Electric valves with strainer, \$1.10.50; %-in. \$27.50; %-in. \$44.80 (add 1 per cent for postage west of Mississippi River). Circulars on request. Send sketch of your greenhouse, benches and water pressure available for suggested plan of installation and equipment required.

# SUPREME ELECTRIC PRODUCTS CO.

194 Vassar St., ROCHESTER 7, N. Y.

the students of California schools by the C. A. N. were described by the chairman of the scholarship and education committee, Dave Cunning-ham. Gifts were (1) \$100 scholarships awarded to outstanding students in horticulture at the Davis campus of the University of California and the San Luis Obispo and San Dimas branches of California Polytechnic Institute, (2) cash prizes and plaques for the best essays on the industry by students in the schools named and (3) prizes awarded winners in the annual nursery practice contest for horticulture students in the Los Angeles city schools, held last spring at San Dimas. Mr. Cunningham announced the names of the winners and read letters of appre-

REPELLENT FOR DEER, RABBITS, FIELD MICE

Gives long-lasting protection for orchard trees, row crops and nursery stock . May be sprayed or painted . See your local dealer or write . . .

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**PORTABLE** MODEL 2-XB

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Available in five models. Convenient terms usually can be arranged. Write for literature and name of dealer.

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ciation from many for the awards. He recommended that all the contests continue again under the sponsorship of the state organization and suggested the possibility of conducting a similar nursery practice contest in the northern area.

During the all-day session the board considered agenda items offered by the chapters since the midyear meeting in April. Two similar proposals (1) that steps be taken to find ways and means to establish a substantial advertising budget and also consider C. A. N. support of TV programs with special consideration for the unlimited opportunities to be presented in the near future by color TV and (2) that in lieu of the present publicity program, the C. A. N. hire a publicity man and understudy for the executive secretary, to be controlled by the state board of directors, were referred to the publicity committee for study and recommendations at a later date.

The Los Angeles chapter requested a complete financial statement and proposed budget be submitted to individual chapters at least 30 days prior to the midwinter state board meeting for the purpose of enabling the chapters to instruct their delegates on how to vote. The board approved the following plan: The proposed budget will be submitted at least 30 days prior to the midyear meeting, accompanied by the budget from the preceding year, plus estimated expenses and a complete financial statement from the past year after the close of the fiscal term.

Other proposals approved instructed the executive secretary to (1) immediately notify the board of trustees of the insurance committee of any cancellations of membership and (2) include the telephone numbers of the members listed with their names in the next printing of the badge book. The final measure on the agenda, one that would have established a definite date after which any members who had not paid current dues would have memberships canceled, was tabled for further consideration.

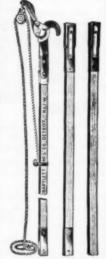
#### President's Report

Tuesday morning's business session began with a word of welcome to the conventioners by Donald Edwards McHenry, naturalist of Yosemite national park. Vice-President Don Perry then introduced President Dave Stump, who delivered the annual president's report to the membership.

Saying it has been a progressive year, marked by the united action of all members, President Stump par-

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ticularly commended Don Perry for his efficient aid as the second officer of the association, Secretary Merz for his evaluation of all matters in consideration of the effect on the association, and Fred Fick and Syd Whitehorn for efficiency in the management of C. A. N. funds.

"However, I am particularly distressed at the failure of many members to pay their just dues," he continued. "Of the \$100,000,000 gross business done by horticultural firms in this state, that done by C. A. N. members represents \$96,000,000; yet the dues paid (1/10th of 1 per cent), would indicate that these firms gross less than \$40,00,000. Any financial problems this association has could be easily solved with the income that it should get but does not."

# Secretary's Report

In his eighth annual report to the convention, Executive Secretary Elmer Merz noted the following highlights of the 1954-1955 year: (1) growth of the association has been solid and substantial, (2) the financial status is good, but due to heavy expenditures, no funds were added to reserves, although the budget is in near balance, (3) legislatively, the association joined with other trade associations in opposing extreme legislation damaging to the industry, (4) aid was given members in tax problems, (5) in the matter of publicity and public relations, the association installed an industry exhibit in the state Capitol building last spring, prepared an article on the industry for the April issue of the Bank of America's magazine for employees, worked with utility companies in the production of educational booklets and aided the Pacific Advertising staff in the publicity releases, (6) success of the annual refresher course has continued, (7) steady growth of the group insurance plan participation continues, (8) there is more thorough coverage of industry problems in the monthly bulletin to members, (9) closer cooperation has been given to all bureaus of the department of agriculture, (10) there is increased activity in industry research and (11) stronger individual chapters have an average total monthly attendance of from 600 to 700 persons.

### Inspection

Speaking on the subject "The Agriculture Department's Report to the Nurseryman," W. C. Jacobsen, department director, traced the growth of the industry from a total of 1,500 licensed nurseries in 1926 to over 6,600 in 1955 and employment

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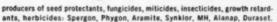
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of the pinto tag for better than 75 per cent of the nursery stock shipped. He credited the chemical industry with untold aid in creating improved insecticides and soil fumigants that have reduced inspection rejections by eliminating plant diseases.

"The primary interests of the department are to promote and protect the agricultural industry of the state and to prevent the introduction and spread of pests," he advised. "Over 225 commercial crops harbor a great variety of pests, and despite the problem created by a great variance in soils and climate, it is the department's job to discover and eradicate these pests.

## Past Presidents at Luncheon

Past presidents of the C. A. N. in attendance were guests of honor at Tuesday's luncheon meeting and were introduced from their seats at the head table. Presented to the audience were J. Awdry Armstrong, Armstrong Nurseries, Ontario (1929-30 and 1933-34); George C. Roeding, Jr., California Nursery Co., Niles (1932-33); Ray Hartman, Leonard Coates Nurseries, Inc., San Jose (1934-35); James Crombie, Crombie Nursery, Oakland (1936-37); Gene Fowler, Fowler Nurseries, Newcastle (1938-39); Jack McDonnell, Mc-Donnell Nurseries, Oakland (1942-43); Bert Kallman, Kallman's Garden Nursery, Santa Barbara (1943-44); Clyde Stocking, Stocking's Rose Gardens, San Jose (1944-45); Syd Whitehorn, Sierra Nursery & Seed Co., Fresno (1949-50); Herman Sandkuhle, Sunset Nursery Co., Inc., Oakland (1951-52), and James H. Wilson, Peters & Wilson Nursery, Millbrae (1953-54).

# **Bright Future**

After a brief introduction by Clyde Stocking, Dr. Richard P. White delivered an address on the subject, "What's the Outlook for Nurserymen in California?'

He told his audience that the industry is well organized now with its efficient trade organizations, so necessary in the highly competitive market of today. In the national picture, Mr. White declared that there are now 1,300,000 new homes being built annually, and by 1965, 1,500,-000 will be needed yearly for replacement.

"California is the most rapidly growing state in the nation," Mr. White stated, "and you nurserymen are producing 11 per cent of the total nursery stock sold, and 16 per cent of the total national wholesale sales. In the next 10 years, your state will increase over 5,000,000 in popu75

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# TREATS WOOD - BURLAP - ROPE

- · Now Rot Proof your own burlap, canvas and rope.
- · Prevent algae from forming on clay pots.
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lation to become the largest in the Union. The state's income index figure is 6.8, as against the national average of 4.7; so regardless of the measuring stick utilized, California's future looks great in all lines of development."

The speaker further advised the nurserymen to cooperate with each other in local matters, give diligent study to all possible outlets where nursery stock can be used, eliminate the unethical operator, hold on to good management talent and keep the trade associations strong. He believes the industry is on the threshold of a great and profitable year.

## **Panel Session**

As has been the custom heretofore, wholesale and retail groups met during the afternoon to discuss mutual problems. James Gibbs was retail moderator and selected a panel composed of Fred Fick, Jack Schneider, Syd Whitehorn and Gene Armstrong, Capitol Nursery, Sacramento. Mr. Fick told of a special sales promotion developed by the Superior chapter for retail nurseries in the Sacramento area, designed to stimulate business during the normally slow month of October.

Promotional aids supplied by the wholesale grower for the benefit of the retailer was Mr. Schneider's The "SWEETHEART" VITALOAM "AMAZING OF THE SOIL PART OF THE SOIL TH

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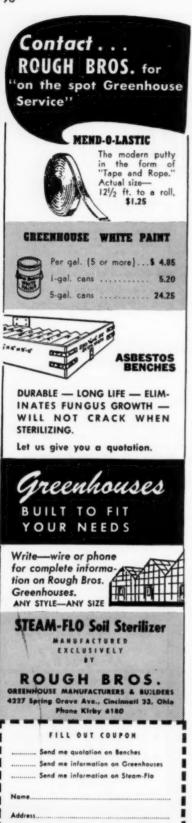
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topic. He urged all wholesalers to follow the lead of such firms as the Monrovia Nursery Co., Howard Rose Co., Armstrong Nurseries, Germain's, Inc., and Stribling's Nurseries, all of whom have conducted advertising and other promotional plans aimed toward helping the retail nursery sell more plant material. Another recommendation was more frequent use of attractive packaging whenever prac-

Speaking of his firm's experience with self-service, Mr. Armstrong expressed the following conclusions: Self-service cannot be utilized 100 per cent whenever a wide variety of merchandise is offered; it is most effective and useful on busy days to keep the customers moving. Requirements noted were central traffic control, a self-service cashier, suitable carts, plenty of signs and labels identifying the material and legible price tags.

In reply to a question of profit, since self-service reduces the number of tie-in sales, he stated that his firm believed that the accelerated turnover and the savings in salesmen's time more than justifies the loss of tie-in sales.

# Named Important Points

Syd Whitehorn asked each attending retail nurseryman to study three general points: (1) What price should be charged for merchandise? (2) What profit should be made? and (3) Operational costs.

A difference of opinion regarding the need of better packaging as urged by Mr. Schneider was expressed by Ray Johnson, Christian & Johnson, Chico, who stated that nurseries forfeited their identity and their greatest asset, service, whenever packaged plant materials similar to those obtainable in market outlets were offered to nursery custom-

One particularly good suggestion concerning better promotion methods was contributed by Virgil Goldman, California Spray Chemical Corp., Richmond. He stated that nurseries should build up a library of photographs portraying correct use of plant materials in varied planting situations to show customers as a sales aid.

# **Chapter Meeting**

Wednesday morning, prior to the play day activities, the California chapter of the A. A. N. held its annual breakfast meeting to hear the reports from Vice-President Clyde Stocking and Executive Vice-President Richard White, the preliminary

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A pocket-size, 32-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, 10c. Write for discounts on guantities

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You can add greatly to your pleasure, profit and knowledge by the use of this precision miscroscope with stamps, minerals, coins, rocks, gems, plants and flowers.

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plans for the group's 1956 convention to be held in Los Angeles' Statler hotel next July and to elect officers for the coming year.

President James Wilson appointed a nominating committee, which offered the following slate for 1955-56: President, Dave Stump; vice-president, Don Perry, and secretary, Willis Stribling; directors to serve one year, Andrew Caglia and Bert Kallman; directors to serve two years, George Roeding; Pete Mordigan, Mordigan Evergreen Nurseries, San Fernando, and Walter Borchers, W. B. Clarke & Co., San Jose; and as alternates, Jack Schneider, John Edwards; Dave Cunningham; Ray D. Hartman; Jerrold Vistica, Louis Vistica Nursery, Yuba City, and Lynn Mossholder, Mossholder Nursery, La Habra. The nominations were unanimously approved by the members.

# A. A. N. Convention Heads

J. Awdry Armstrong, general chairman of the 1956 convention, then stated that A. A. N. officials predict a record attendance for next year's conclave, scheduled for July 15 to 19. Other officers will be Willis Stribling, vice-chairman; Stump, secretary, and Martin Usrey, Monrovia Nursery Co., Monrovia, treasurer. Clyde Stocking, and F. C. Tomlinson, Select Nurseries, Whittier, will aid.

Committee chairmen as announced by Mr. Armstrong are to be: Entertainment, Manfred Meyberg, Germain's, Inc., Los Angeles; registra-tion, Frank Pollock, Matlin's Nursery, Ontario; commercial exhibits, James Meadows, Meadows' Nursery Supplies, Altadena; junior nurserymen, James Gibbs; decorations, O. L. Weeks, and transportation, John Beach, Germain's, Inc., Van Nuys.

Thursday morning's C. A. N. business session was devoted to the completion of committee reports to the membership as had been previously given to the board of directors, introduction of new chapter presidents and secretaries and approval of bylaws changes as proposed and recommended by the committee and the directors at the midvear meeting in

The necrology report, noting the passing of Harold Prickett, Sr.; William Powell, Les Faeder, A. J. Moffet, Roma Coolidge Mulvihill, Dan Campin and Joe Schoper, was read by J. Arthur Cox, Pacific Coast Nurseryman, Arcadia, who recommended the secretary send condolences to surviving members of these families.

Thursday's luncheon spotlighted the chairmen of the convention committee, and members were intro-



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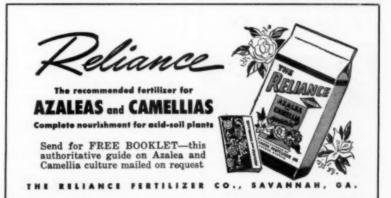
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duced and commended by General Chairman Willis Stribling and Ladies' Chairman Joann Stribling.

With an extensive background in governmental trouble shooting as well as business management, Rex L. Nicholson, owner of the Pacific Tractor & Implement Co., Oakand, delivered a dynamic and inspirational address on the subject, "The Business-man's Secret Weapon."

"Since governmenal actions become more and more influential in your business," he declared, "it will benefit one to study and comprehend the future, thinking of the administration which may continue to be liberal for some years. Depressions are only in men's minds; have faith in America."

Mr. Nicholson told his audience of a slogan he had once observed hanging above the desk of Henry Ford in his modest office amid the great works in Dearborn. It read, "If you think, you can't." To this thought Mr. Nicholson added, "If you believe it, you can do it."

He presented a group of statistics indicating the tremendous growth of the state of California and closed with a declaration that "California has the brightest economic future of any area in the entire western hemisphere."

The balance of the committee reports, including a graphic movie on safety practices, plus final business items, were considered in Thursday afternoon's meeting. With the withdrawal of O. L. Weeks as a candidate for the vice-presidency, a motion was made and passed that the secretary cast a unanimous ballot for the group of officers proposed by the nominating committee.

President Stump then handed the gavel to President-Elect Perry, who then declared the 1955 convention to be ended.

## Convention Committee

Veteran attendants of California Association of Nurserymen's conventions declared the 1955 conclave one of the best organized and smoothest conducted of any in the history of the association. Credit is due for the most part to the convention committee, consisting of members of the San Joaquin and Central chapters, cosponsors of the Yosemite meeting. They included:

Willis A. Stribling, general chairman; Marion (Ed) Gardner, finance; Larry C. Basker, registration; Carl Sickler, publicity; William Moffet, entertainment; Andrew J. Caglia, sports; J. Arthur Cox, commercial exhibits; Jack Schneider, prizes; Elmer J. Merz, business sessions; MAN

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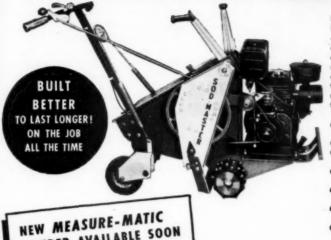
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- Smooth cutting action does not chew up sed or sed
- As easy to operate as a power lawn mower.
  Balanced shock absorbing design reduces operator. fatigue to a minimum.
- Sealed bearings and sealed crankcase lubrication assures long life and dirt free operation.

  Special side cutting knives available for cutting tendril,
- creeping bent or trailing type grass.

  Exclusive ball bearing eccentric drive assures smooth
- trouble-free operation.

  Standard model can be converted from 12 to 16, 18 or
- 24 inch cuts with either standard or special side cutting knife.

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Cliff Oliver, reception; Howard Riggs, information; Watt Keister, editor, Grape Vine News, and Mrs. Willis Stribling, ladies' chairman, assisted by Mrs. Jack Schneider, Mrs. William Moffet, Mrs. Cliff Oliver and Mrs. Larry Basker.

lengths as the operator selects.

DIVIDER AVAILABLE SOON

This new accessory will automatically meas-

'ure and divide sod in various standard cut

#### GEORGIA AID PROGRAM

Because of the March 27, 1955, freeze and the effect upon nurserymen in Georgia, Wendell B. Barnes, administrator, small business administration, Washington, D. C., has declared the following counties in Georgia as disaster areas and the nurserymen in them eligible for disaster loan assistance: Baldwin, Bleckley, Butts, Clayton, Cobb, Crisp, DeKalb, Dodge, Dougherty, Douglas, Emanuel, Evans, Fulton, Hart, Henry, Houston, Jasper, Jeff Davis, Jones, Laurens, Long, Lown-des, Macon, Newton, Pierce, Pulaski, Richmond, Spalding, Thomas, Tift, Troup, Washington, Wayne and Webster.

Thomas K. Desmond, director of region V of the small business administration, announced September 2 that his office is prepared to accept applications for aid from nurserymen whose establishments are located in the areas named.

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because they weigh less than one-eighth as much as clay pans! Ask for Cat. No. 301

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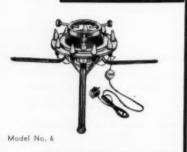
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and Mrs. Willette Hume, executive secretary of the Georgia State Nurserymen's Association, have agreed to serve as an advisory committee to the regional director.

Mr. Desmond stated that the pur-







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Everyone needs a tree holder. Get your share of this business with the HANDY holders-seven models from which to

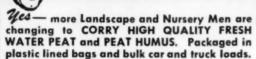
User can set up a tree in less than a minute. Holders are well balanced, simple, strongly constructed. Will last a lifetime. Ball-shaped feet eliminate any possibility of marring highly polished

Finishes available from lustrous chrome to red and green high-baked enamel.

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For Complete Winter Protection of All Evergroom Write for Sample and Prices

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pose of a disaster loan is to help restore the business of a nurseryman as nearly as possible to its predisaster status. The proceeds of a disaster loan will not be used for any purpose other than the replacement of damaged property. Such loans will carry 3 per cent interest, with maturities up to 10 years, depending upon individual circumstances.

Local banks are invited to assist this program by permitting nurserymen to submit their applications for assistance through the local banks to the Atlanta S. B. A. office, 50 Seventh street, Northeast, Atlanta,

# YELLOW ROSE PROMOTION

Arp Nursery Co., Tyler, Tex., is capitalizing on the current popularity of the song, "Yellow Rose of Texas," to promote its new Lemon Chiffon rose. At a recent ceremony on the steps of a Confederate building in Lee park, Dallas, the Texas rose festival queen, Maymerle Shirley, was named "Miss Yellow Rose of Texas" and Mitch Miller, orchestra leader who revived the Confederate song, was honored. Three thousand Lemon Chiffon roses covered the columns of the building and were strewn on the steps and fashioned into rose trees. A lei of Lemon Chiffon roses was presented to Mr. Miller by Miss Shirley upon his arrival in Dallas. L. A. Dean, of Arp Nursery Co., president of All-Amer-ica Rose Selections, and Frank Bronaugh, executive-secretary of the Texas Rose Festival Association, were present at the ceremonies.

# A. A. N. EDUCATIONAL BULLETINS

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The American Association of Nurserymen, through its personnel training committee, recently released two educational folders. They are the result of two years' work by the committee in surveying 2-year courses in nursery management in cooperation with several educators. Inquiries were made at over 100 colleges and universities.

One A. A. N. bulletin is a message to nurserymen, pointing out the pressing need for adequately trained personnel in the industry as confirmed by a survey taken by the committee. The booklet goes on to list seven schools which are in the best position to give the type of training that the committee feels is most needed. Nurserymen are urged to send one or more of their employees to one of these schools.

The other double-fold circular is

# SCOTTY ->

# The Inexpensive Way To Get a Jump On the Seasons

Would you say that propagation is the most important stage of plant culture? It's a debatable question—But one thing you can be sure of is that seeds and cuttings propagated in a Scotty greenhouse are getting the best start possible and under conditions of temperature and humidity that you control—not mother nature.

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DES PLAINES, ILL. IRVINGTON, N. Y.



This model—15 ft. x 52 ft. 10 ins.—cash price only, \$1141.

# Completely Prefabricated Do Your Own Setting Up

HORTICULTURAL PRODUCTS







The greenhouse frame work is quickly com-

# For Four Generations Builders of Greenhouses

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for the information of potential students. It points out the opportunities for a career in the nursery industry and lists the recommended schools for study.

It is urged by the A. A. N. committee that each state association appoint a permanent educational committee to keep active in urging promising young men to enter the nursery field for a vocation. Copies of the later circular entitled, "A Bright Future Awaits You in the Nursery Business," and also the vocational circular, "Have You Ever Thought of Becoming a Landscape Nurseryman?" will be supplied such committees at no cost.

# KANSAS CONVENTION [Continued from page 15]

newly elected president of the American Association of Nurserymen. After expresing gratification at the high percentage of Kansas association members who are also members of the A. A. N., Mr. Marshall outlined some of the policies and activities of the national association.

With reference to transportation, the A. A. N. maintains that facilities should be privately owned and that the inherent advantages of each type of transportation should be preserved. Federal regulation of truck

AVAILABLE CANADIAN, GERMAN DIFFERENT DIFFERENT PEAT MOSS SIZES \$17F\$ BALES. BAGS BAGS CANADIAN AND AND **PEAT HUMUS** BOXES. IN BULK.

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sizes and weights is opposed because that is a prerogative of the states.

The fair trade practice rules of the A. A. N. have finally reached a stage of serious consideration by the federal trade commission. Some difficulty is being experienced with one rule which has to do with plant names, because this rule must be written so that the provisions are clear to consumers and the trade. The FTC does not want rules that are not fully enforceable.

#### Government Problem

One of the major efforts of the national administration is to get the



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Scarifies - Spreads - Grades - Levels - Rakes All with One Tool

Fastest, most efficient, most desired tool for the job.
Prepares a full 7-foot swath of badly rutted, compacted, uneven ground found around new construction into a perfect seedbed with just one tool. No need to load or haul plows, discs, blades, drags and hand rakes to and from the job.
One man does it all quickly, efficiently and perfectly at tremendous savings in cost for labor and equipment.

Save money, do more work in less time, plan your jobs better, keep more of the money you handle . . . with the Roseman Tiller-Rake. It will pay for itself out of earnings in less than two months. Order yours today. II-tine model, \$348; 13-tine model, \$383; pitch control wheel, \$16 extra. F.O.B. Evanston, III. Guaranteed to save you money and give complete satisfaction after 10-day trial period or your money refunded.

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federal government out of business. The nursery industry is interested because of the production for use or sale of plants by various agencies. The Defense Department is already in the process of discontinuing several of its nurseries at various posts. There is some opposition in Congress to government's getting out of business, and a fight is likely.

"We nurserymen are pikers," said Mr. Marshall, "when it comes to pricing our products and services. Our prices have not kept pace with rising costs. The time to raise prices is now, while the economy is good."

# Talk on Canning

The next speaker was Steve Verhalen, Verhalen Nursery Co., Scotts-ville, Tex., who discussed "Growing and Selling Container-Grown Nursery Stock." One of the most important considerations in the production of stock that has been canned, according to Mr. Verhalen, is plenty of water, and it should not be alkaline. There is considerable discussion among growers about the best way to apply water-with automatic sprinklers or by hand. Verhalen's finds that sprinklers are cheaper, but not so thorough as hand watering. Consequently, the firm uses both methods, supplementing sprinklers with hand watering. Hand watering can be easily adjusted to the needs of individual varieties. There is danger of applying too much water. Some plants are intolerant of excessive moisture, which tends to leach out the plant foods.

Preparation of soil for containers is important. There should be a good balance between organic and mineral ingredients, and good drainage is essential. A little gravel or sharp sand in the bottom of the cans helps to insure good drainage. In preparing soil, Verhalen's has found that the use of front-end loaders, dump trucks and soil shredders materially reduces the cost of hand-

A strong application of nitrogen in the spring insures a good early growth. During the summer, there should be a reduction of nitro-gen. The application of dry fertilizer every three or four weeks has been found most effective.

Container-grown nursery stock has several distinct merchandising advantages. It helps to extend the planting season, because it can be sold and planted all summer and it is ready for sale in the fall before field-grown stock. Container-grown nursery stock can be displayed attractively and can be easily rearranged to put the most interesting

plants in the forefront. A customer can see for himself how the plants will look in his yard. Their use eliminates many planting losses; con-sequently nurserymen have fewer complaints.

# **Barbecue on Campus**

The evening of the first day a chicken barbecue was served outdoors on the college campus and was followed by a business session. It was decided to start planning for a "Plant Kansas" campaign. The new constitution was adopted.

The second day's session was opened by Fred C. Schnitzler, Schnitzler Nursery, Wichita, who reported on the 1955 A. A. N. convention. Mr. Schnitzler made a plea for more Kansas members in the A. A. N. He then called upon Eugene Wilson, Holsinger Nursery, Kansas City, to explain the A. A. N. group insurance program plan.

"Garden Center Merchandising" was the subject discussed by R. H. Zakariasen, Homedale Nursery, Hopkins, Minn., president of the Twin City Nurserymen's Association. "Why should nurserymen have gar-den centers?" inquired Mr. Zakaria-sen and then proceeded to answer

his own question.

Garden centers are needed for nurserymen to get their full share of the business. Contacts made in garden centers often lead to landscape jobs. Sales on landscape jobs can be increased by having accessories avaliable, such as fertilizer, peat moss and tools. More contacts are made with customers; they become friends and keep coming back.

# Site for Center Important

The location of the garden center is important. Perhaps the best site is on the right-hand side of the highway on which the customer is going home; it is more easily seen and entered there. However, many successful centers are located away from highways, obtaining their business by newspaper advertising, etc.

Mr. Zakariasen believes it is good business to have an architect design the garden center. He can help the nurseryman save on building costs and avoid costly construction errors. Construction should be substantial and neat, but need not be expensive. Lath houses, especially, should be well constructed. They not only make a better impression on the public if they are well built, but they will last longer.

MEADOWBROOK NURSER-IES, 1352 Sandra lane, North Merrick, N. Y., has just been started by Jules Werbin.



This LARGE Royer Shredder ting soils or other jobs which will eliminate costly and backbreaking hand shovelling. It can handle the charge of an eight cubic foot tractor bucket as rapidly as the bucket can be brought into charging position, making large capacity shredding a one man proposition. With no screens to clog, beaters to jam, or knives to sharpen, this machine is ideal for shredding compost, leaf mold, peat moss, old sod, top soil and sewage cake.

The material fed into the hopper is combed from the bottom by the rapidly moving teeth of the "combing belt". During the shredding the material churns rapidly, providing a perfect mixing and blending action for production of top dressing, pot-

require mixing two or more materials together. While the machine can be adjusted to produce a coarse or fine product, all finished material will be fluffy, completely aerated and free of trash.

There is a Royer that will do your shredding or mixing job at low cost . . . regardless of your capacity requirements . . . from 4 to 150 cubic yards per

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Buy ActivO thru jobbers, Retail packages at \$1.00 to \$22.95, and bulk. Good nursery trial size for sawdust-fertilizer is \$29.95...enough for 1½ acres.

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"Weather Resistant"

| Size ½x6 ins. | Prices per 1000—Tag Stock | 1000 to 4000. \$1.35 20.000. \$0.900 5000 to 9000. \$1.00 50.000 75 10.000 1.00 000. \$5\$ | Made of Water-resistant Paper Stock 9 Colors Available 9 7 Sizes and Styles Sheets of Ten for Typewriting

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	Per ton C.L.
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Write for Price List, Sn	nall Quantities.
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# LETTERS

# FROM THE READERS

#### CANNING TERMINOLOGY

I especially appreciate the title "Container Nursery Stock in California" which appeared in the September 15 issue of the American Nurseryman. The title and the article make use of good descriptive terminology with reference to growing ornamental nursery stock in cans.

Previous to reading the article, I too, had given some thought to this matter of terminology and had written some comments about it which I am submitting to you.

I am presently doing graduate work in ornamental horticulture at Ohio State University under the Ohio Nurserymen's Association fellowship. As such I am doing a study on the growing of ornamental nursery stock in containers. Included in this study are a total of 4,800 plants. Of these, 1,000 were grown in 1954 and then used in a study during the winter of 1954-55 to determine a suitable method of overwintering them.

In general, the 3,800 plants that I canned during the spring of 1955 in a soil mixture of one part each by volume of soil, sand and peat moss are being grown as a test to determine their adaptability in containers. It is proposed that later they will be used to conduct a study in cooperation with the department of agriculture economics in determining consumer acceptance of container nursery stock in comparison to similar field nursery stock.

#### Specific Terms in Canning

Editor's note—The writer's manuscript on this subject follows:

Along with the interest of growing nursery stock in containers, considerable chaos exists in the terminology used in referring to this phase of nursery practice. References are made to "potting" ornamental nursery stock in cans and then referring to the product as "canned nursery stock" or "container-grown nursery stock."

"Potting" is a term commonly used in reference to the placement of plants in earthen pots. Would it not then be good to reserve the word "potting" to that usage alone and to coin another word for this newer operation? In this consideration, most of the plants are placed in containers made up of tinned iron or of sheet metal commonly referred to as

# PLANTS can bring you EXTRA PROFITS



Potting inexpensive perennials during your slack time in fall can give you a nice profit come spring; we know, since we do it all the time to increase our own cash-and-carry sales. These showy spring and fallblooming plants attract every eye, and each plant we sell yields a good measure of profit. Try it . . . order your Cloverset Pots now and have them on

# THIS FALL, POT

Chrysanthemums Peonies Bleeding Hearts Camellias Azaleas Phlox - Lilies

IN CLOVERSET POTS!

# PRICE LIST OF CLOVERSET POTS, F.O.B. KANSAS CITY, MO.

TYPE H				Hel	ght	Top Diameter	Nearest Clay Pot	Approx. Wt.	PRICE	
No. 0 No. 1 No. 2 No. 3	(100	in	ertn.) ertn.) ertn.)	61/2	ins. ins. ins.	5 ins. 6 ins. 7 ins. 8 ins.	6 ins. 7 ins. 8 ins. 9 ins.	210 lbs. 331 lbs. 520 lbs. 550 lbs.	Per 100 \$3.75 4.75 5.25 5.75	Per 1000 \$35.00 45.00 50.00 55.00
No. 4	( 25	in	crtn.)	13	ins.	12 ins.	****	Per 100 130 lbs.	Per 25   Per 50   Per 75 \$7.00   \$13.25   \$19.75 Per 100   Per 1000 \$23.75   \$210.00	

(A total of 400 or more takes 1000 price rate)

Write for a sample set of pots (only 50c) and complete information.

EXCLUSIVE EASTERN DISTRIBUTOR Moorestown Gardens, Moorestown, Burlington Co., N. J.



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cans. The dictionary refers to the verbs canned or canning as "to put in cans." Therefore these words might rightfully be used in reference to placing nursery stock in cans.

After the canning operations it would seem that the product might best be designated "container nursery stock." This terminology portrays as descriptive a meaning as does that of "field nursery stock."

On the other hand, "containergrown nursery stock" is misleading by the very fact that the stock seldom is grown totally in the container. Nor is it container-grown nursery stockimmediately after it has been canned, though quite conceivably it might be sold then. Until nursery stock is made edible or is preserved in cans, it hardly seems appropriate to refer to it as "canned nursery stock."

Equally descriptive also would be the term "container nursery" as compared with "field nursery."

Philip A. Barker.

#### HUBER'S NURSERY SOLD

Huber's Nursery, Elma, Wash., recently was sold to Fred Mosteller, landscape architect and owner of Sunnyside Nursery, Wichita, Kan., one of the largest retail nurseries in Kansas. Included in the purchase

# More Cash for You . . . as a dealer for PETER-RABBIT REPELLENT

Retail nurserymen can now add sub-stantially to their income by handling PETER-RABBIT REPELLENT-the copper soap treatment highly recommended by many horticultural authorities.

Protects trees and shrubs from rabbits and other rodents

> Applied by brush or spray any season of the year

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Available in pint, quart and gallon cans. Quart treats 30 to 40 trees of I-in. diameter.

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were Mrs. Huber's home, a 15-acre farm in Brady, Wash., and the 22acre nursery site, including all the equipment and stock. Business commitments will confine Mr. Mosteller to his nursery in Kansas until next

Your Own Soil! **Grow Better Plants at Lower Cost** 

Here's how to guarantee yourself more dollars from every row. Don't put up with stunted stock when it's so easy to grow bigger, hardier, healthier plants that sell themselves! These simple 10-minute tests tell just what to do, how much fertilizer to use. Saves money, prevents plant losses, corrects alkalinity or acidity (pH). The Sudbury Soil Test Kit makes your nursery such a beauty spot everybody will stop and buy. Test anywhere—in the field, frames and greenhouse. Do it yourself—no long waiting for reports—get the correct answer right away. Order Nose!

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spring, when he plans to go west and supervise the construction of buildings and plantings on his new

Until next summer, D. S. Hershey,

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Actual installation of Monarch Foggers in propagation cutting bed. Foggers are installed on standpipes, 3 to 4 feet above cutting beds and 3 to 4 feet apart. A single row will cover beds up to 6 feet in width depending upon water pressure. Ideal for wide-angle (160-degree) foggers.

- Keeps beds moist without excessive water
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- · Saves labor, speeds production
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   Mineral deposits will not clog orifice.

Monarch Foggers . . \$1.75 each, postpaid with check

Orifice	Model	Spray	POUN	DS PRE	Recommended Use		
No.	No.	Degrees	25	60	100	Mecommended Ose	
0.75	F-80R	80	-	-	.51	High-pressure humidification	
0.90	F-110C	60	-	.60 .90	and cooling		
2.00 F-110C		80 or 120	1.0	1.6	2.0	Inside propagation and humidification	
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brother of Mrs. Huber, will operate the nursery, and throughout the year heavy equipment, such as loaders and trucks, will be sent to the nursery from Wichita to serve the Elma operation.

Mr. Mosteller will act in a supervisory capacity at the nursery in Washington, with his son, Neil, taking over active management. The nursery will provide complete landscape service and will sell plants in containers for an exclusive cash-and-carry trade. The nursery will also deal heavily in fruit and shade trees, shrubs, evergreens, roses, bedding plants, potted flowers and vegetable plants. It will also handle fertilizers, planters, sprays and garden supplies and tools.

Mr. Mosteller has spent most of his life in the nursery business. He worked many years ago as a landscape architect for Olmstead Bros., Brookline, Mass., who laid out New York's Central park, and at one time worked in Seattle for Malmo Nurseries and J. J. Bonnell.

Huber's Nursery has been in active operation in Elma for 11 years.

# ROSARIAN VISITS CANADA

A recent visitor at the nursery of Brookdale - Kingsway, Ltd., Bow-manville, Ont., was Francis Meilland, Cap D'Antibes, France, rose hybridizer and originator of Peace. This is the second annual visit to Canada by Mr. Meilland, who plans to go there each year to see his varieties under Canadian test. Besides the varieties from the Universal Rose Selection, which Mr. Meilland represents, Brookdale-Kingsway, Ltd., has the growing rights in Canada for the new introductions of leading rose distributors in the United States. It is interesting, therefore, to see the various roses from all corners of the globe under actual growing condition. Some varieties have done better in Canada than they have in warmer climates, insofar as summer growth and display are concerned. Also, the the coloring is better in some varieties, according to Mr. Meilland.

PURCHASE of the Houston Evergreen Nursery, Cadillac, Mich., has been announced by Truman T. Shore, Shore's Evergreen Nurseries, Evart, Mich. Besides adding to its stock by the recent purchase, the Shore firm has begun construction of a garden center, 20x40 feet, at Evart, on U. S. Highway No. 10, where it will carry a line of nursery items and specialize in potted evergreens.

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# PLANT PATENTS

#### PLANT PATENTS

The following plant patents were issued recently, according to Rummler. Rummler & Snow, Chicago patent attorneys:

No. 1404. Rose plant. Josephine D. Brownell, Little Compton, R. I. A new and distinct variety of rose plant, characterized by its color, fragrance, form and its wichuraiana traits.

No. 1405. Rose plant. Josephine D. Brownell, Little Compton, R. I. A new and distinct variety of rose plant, charand ustifict variety of rose plant, characterized by its unique color, form, arrangement, bloom cluster, habit of growth and resistance to moderate sub-zero temperatures and to black spot.

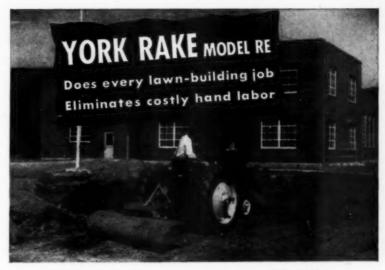
No. 1406. Peach tree. Frank R. Cod-dington, Parlier, Calif. A new and distinct variety of peach tree, characterized by marked similarity to the Burbank July Elberta of plant patent No. 15, of which it is a bud sport and from which it is distinguished by its blossoming a few days later, with bloom generally similar in appearance but of pinker coloration; its ripening approximately one week earlier, and its comparatively dense foliage, the leaves occasionally occurring in pairs and triads and the leaf buds being relatively closely spaced.

No. 1407. Rose plant. Jan Spek, Boskoop, Netherlands, assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the minia-ture class, characterized particularly as to novelty by the retention of its low plant growth throughout its entire life, its clean foliage and the retention thereof throughout the growing season, its free blooming habit, and the distinctive color of its flowers, which, in the bud stage, are tinged pale flush color, but in the open flower stage are exceedingly white.

No. 1408. Strawberry plant. Albin E. Lang, Platteville, Wis. A new and distinct variety of strawberry plant, characterized by its habit of continuous bearing of blossoms and fruit from June un-til frost in a latitude of 42 degrees 30 minutes north; by its multiple, easily divisible crown, each unit of which has in own independent root and foliage systems; by its primary production of fruit rather than runners from transplanted crown units, and by its essentially simul-taneous production of roots, leaves and flower stems from rooting runners.

No. 1409. Peach tree. Grant Merrill, Red Bluff, Calif. A new and distinct variety of peach tree, as illustrated and described, which is characterized — in comparison to the clingstone Merrill Gem peach—by fruit of similar size and coloring of the skin and flesh, but distinguished therefrom by being a freestone, with meaty, melting flesh when soft and ripe, clingstone with firm flesh when hard ripe, and further characterized by fruit which sets more heavily and ripens a few days earlier than said Merrill Gem

No. 1410. Nectarine tree. Grant Merrill, Red Bluff, Calif. A new and distinct variety of nectarine tree, which bears large, yellow-fleshed, highly colored, fine-flavored fruit that is clingstone when





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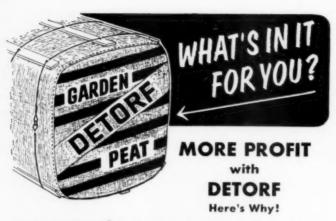






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ALLEN WEATHERPROOF TAG CO. Bex 451 SPRINGFIELD, O. hard ripe and freestone when soft ripe; characterized in comparison to the Merrill Sunrise nectarine by the fruit's being larger, having higher flavor and aroma, being longer than wide on the average (whereas the Merrill Sunrise is normally wider than long), having yellow skin (with less yellow flecking) overspread to a major extent with a mahogany red rather than a brownish red and ripening a week or 10 days later and approximately with a John Rivers nectarine and further characterized by fruit that is externelly firm when it is highly colored.

# PLAN YULE TREE SURVEY

As part of a program to keep Pennsylvania growers better informed about the Christmas tree industry, a series of marketing surveys has been planned. These surveys will be conducted cooperatively by the Pennsylvania Christmas Tree Growers' Association and two agricultural extension departments — economics and forestry — of Pennsylvania State University, State College.

County Agent Charles B. Forney states that the purpose of the first part of the survey is to determine the number of trees by species and age class that are in plantations for each county in Pennsylvania.

In the second part of the survey, to be conducted during the 1955 Christmas tree marketing season this fall, marketing practices and pricing processes for Christmas trees will be determined for each county.

Marketing questionnaires already have been distributed to growers who are members of the Christmas Tree Growers' Association. Questionnaires will be supplied to other growers also as soon as names are received. All replies to these questionnaires will be confidential.

Information on marketing practices and pricing processes will be available to all growers during the Christmas tree marketing season this fall

#### LONGWOOD PICTURE BOOK

Longwood Gardens, the famed horticultural exhibit created by the late Pierre S. du Pont near Kennett Square, Pa., is now declared one of the most popular attractions of its kind in the United States, with attendance reaching 300,000 visitors a year. A picture story of the 870-acre garden's highlights has just been published by Longwood Foundation, Inc., as a 32-page souvenir book. Striking photographs of garden scenes and features are reproduced, and there are full-color floral studies by Gottlieb Hampfler, depicting flowers in the conservatories. The text, while at a minimum, is brisk and informative. Titled "A

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Superior Strength Sturdily constructed, the MENNEPOT withstands hard handling without fear of breaking apart.

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500 of a size takes 1000 rate in sizes 0-1-2-3-4. Regular-weight pots packed 100 and 200 per carton in sizes 1-2-3-4. Size 0, 250 only. Heavy pots are packed 250 per carton in size 0; 100 per carton in size 1; 50 per carton in sizes 2, 3 and 4 and 20 per carton in size 5. NO BROKEN CARTONS.

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HONESDALE, PA.

Visit to Longwood Gardens," the book can be purchased for 50 cents a copy from the director of the gardens, Dr. Russell J. Seibert.

#### TYLER ROSE GARDEN

[Concluded from page 12]

ed, the hard clay is removed to a depth of about 18 inches. The first foot is then filled in with a compost mixture of leaf-mold and sewage sludge. The roses are planted on top of this mixture and held in place with a layer of six inches of sandy soil. Since the leaf-mold and sludge are relatively low in available food, a special chemical fertilizer high in quickly available nitrogen and other major plant foods is added to the soil and then is used as a side dressing.

The compost used making the beds is a combination of sewage sludge, a

waste product of Tyler's sewage treating equipment, and leaf mold made from the leaves swept off Tvler's streets and parks each fall. The sewage receives treatment with chlorine and passes through a process of natural digestion before being dehydrated in open drying beds. As a result it is free of any dangerous bacteria.

The city street sweepers dump their loads of leaves in long gullies, where they become packed with rain and decompose into a heavy leaf mold which is chopped fine and mixed with sandy soil at the site of the compost heaps.

Since roses are highly susceptible to nematode attacks, the mixture is steam sterilized, this practice also aiding in weed control. A truckload of mixture is sterilized at one time. Several pipes with holes drilled in them line the truck bed. The compost material is loaded into the truck

on top of the pipes and covered with a tarpaulin. Then the truck is driven alongside a local laundry, where the pipes in the truck are connected with the steam system of the laundry. The sandy soil mixed with the compost is also sterilized.

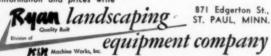
Analysis of the waste mixture has shown that it contains nearly 10 per cent organic matter, with a pH reading of 6.5, which meets the requirement of roses well. The phosphorus rating is over 337 parts per million, and the potash, 800 ppm.

CHARLES SIZEMORE, Louisiana, Mo., while slowly recovering from an 8-week attack of shingles that required hospitalization for some of the time, became hospitalized for another ailment early this month. He hoped to resume his interrupted office duties before the middle of Sep-



# **RYAN TREE-MOVING EQUIPMENT**

RYAN TREE MOVERS (formerly Beseler) show the way to real profits in tree moving under all soil conditions. They prevent damage to tree or truck and save you time and money. RYAN TREE SLINGS help you move trees with greater safety and ease. Available separately, they are adjustable for diameter and depth. For full information and prices write



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# STAN SAYS

## Shrub Novelties

Any new shrub put out by a reputable concern should have real merit. There is such a scarcity of new shrubs that occasionally one slips through that is not so good as are the old stand-bys.

I presume of all the shrub families, lilac and philadelphus have contributed most to actual numbers of plants brought out as novelties. Any nursery growing French hybrid lilacs should be able to pick out six or eight top varieties in each of the different colors and skip the rest. The same could be said of philadelphus—in this case it would be a case of selecting the best double variety, the best low-growing variety, the best tall variety and the best sweet-scented variety.

# Viburnum Carlcephalum

Viburnum carlcephalum (Pat. 776), a cross between Viburnum carlesi and Viburnum macrocephalum, is better than V. burkwoodi or V. juddi. It is not necessary to ball it; it gets on its feet quickly after transplanting, and it is apparently quite hardy-at least in its trials in the Painesville, O., district. If I were propagating, I should choose this new variety, and I should still grow a lot of Viburnum carlesi; both of these viburnums should be given sunny locations and planted in good soil. I doubt whether they will ever be on the bargain counter. If they are sold while in bloom they should sell on sight and at a profitable price. Of course, in this case, they would have to be balled or grown in containers. As almost everyone knows, fragrant flowers are in great demand. especially by women. April 25, 1955, I asked the owner of a garden (Pittsburgh) what she thought of Viburnum carlcephalum; she said that she liked it a great deal and thought it had enough fragrance. I find the creamy-white flowers of V. carlcephalum are three times the size of those of V. carlesi and are not so fragrant. V. carlesi has more blooms.

### A. A. N. COLOR MOVIE

"Landscape for Living," the new color movie that has been filmed for the American Association of Nurserymen, will be available for booking in early October and thereafter.

Opening with views of landscaping



from different climatic areas of the country, the film then has a light theme showing a young couple about to purchase a new home. They like the architecture of the home and everything else except its bare setting and decide not to buy it for that reason.

It takes a visit to the home of friends to make the couple realize what the new home lacks. The friends have a beautifully landscaped property, and they tell the young couple they were in much the same quandary when they purchased their own home. They proceed to explain how and why they landscaped the property as they did.

The young couple realizes that good landscaping is all that is needed to make the new home they have seen perfectly beautiful and they change their minds about buying the property.

They recall other homes that had been beautifully landscaped without their having fully realized the importance of landscaping, and they become enthusiastic about planting the new property.

The 16-mm. film runs 121/2 minutes. It is designed for showing on television and before nursery, garden, church, fraternal and civic groups. Nursery associations may show the

## —GOODRICH— BUDDING STRIPS

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film without cost except for payment of transportation charges. Others may rent the film by paying \$5 and the cost of transportation.

Organizations and nursery firms wishing to purchase a film for their own uses may do so at cost of \$75 for color and \$30 for black and white.

Requests for booking the film should be made on forms to be supplied and mailed to H. P. Quadland, director of information, 10 East 43rd street, New York 17, N. Y.

# PROPAGATION IN MOSS

The versatility of sphagnum moss as a plant-propagating medium is described in a new United States Department of Agriculture publication, "Sphagnum Moss for Plant Propagation," farmers' bulletin 2085, obtainable without charge from the Office of Information, U. S. De-

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Authors J. L. Creech, R. F. Dowdle and W. O. Hawley, horticulturists of the U. S. D. A. agricultural research service, describe in detail the use of sphagnum moss to germinate seeds, to root cuttings and to root older branches by air-layering. The publication contains many photographs, showing, step by step, how these propagations are carried out.

A lightweight, acid-bog plant, sphagnum moss has great water-holding capacity and a pliant physical structure that provide nearly ideal conditions for root formation and growth.

Tiny seeds, such as those of rhododendrons, can be sowed directly on the surface of moist sphagnum moss contained in flats. Gradual release of moisture by the moss provides conditions necessary to get rhododendron seedlings established. Frequent and in most cases detrimental waterings would be required to establish the same seedlings in soil.

Cuttings from plant stems, leaves, leafbuds and roots often can be rooted in sphagnum moss when no other medium will serve. Leaf cuttings of African violets and begonias can be rooted by laying the leaves on the surface of moist sphagnum moss. Crape myrtle, daphne, clethra and cyrilla can be as readily rooted by laying root pieces on sphagnum moss and covering them with additional moss.

Roots can be developed on the branches of older plants by air layering—wounding the branch with a knife slit and then covering the wound with sphagnum moss. On outdoor plants, the moss can be kept moist and in place by enclosing the moss-covered area in a plastic wrapper. After roots have formed, the rooted section can be cut free of the original plant and, without the necessity of removing the moss, can be planted in the soil.

The light weight and aseptic properties of sphagnum moss encourage its use in aerial or other long-distance shipment of rooted plants.

PLANNING to start a small nursery in Covelo, Calif., are Robert Eschrich and William Kubach.

WILLIAM WESCHE, Feasterville, Pa., has sold all of his stock to his partner, J. Ralph Haring, 3420 North Sixth street, Philadelphia, Pa.

DOMINICK PATRISSI, Patrissi Nursery Center, West Hartford, Conn., talked on fall planting to the Buena Vista Garden Club on August 25.





1 WEST 34th ST., DEPT. N. NEW YORK 1, N. Y.



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# **ABSTRACTS**

OF RECENT RESEARCH

# HEMEROCALLIS GERMINATION

# Effects of Temperature

The 1955 Yearbook of the American Hemerocallis Society carries an account of work done at the University of Chicago and DePaul University, both in Chicago, by R. A. Griesbach, on the germination of hemerocallis seeds.

The first phase of the study was concerned with the effects of temperature. It was found that newly harvested seeds and those that had been in storage for several months were similar in their responses to temperature. Seeds in soil responded exactly as seeds between moist blotters did.

Seeds of the cross Dolly Varden x Dominion were sown at 50 to 60, 70 to 75 and 85 to 90 degrees Fahrenheit, respectively. At the lowest temperature range, none germinated in 24 days. At the intermediate range, 9 per cent germinated, and, at the highest range in the same period of time, 76 per cent germinated.

A group of seeds of mixed parentage then was tested at 50 to 55, 60 to 65, 70 to 75, 80 to 85, 90 to 95 and 95 to 100 degrees F., respectively. Germination percentages ran 0, 6.4, 47.6, 77.8, 36.5 and 0, respectively. Optimum range seemed to be between 80 and 85 degrees.

#### Seed Coat Removal

The effects of seed coat removal then were studied. At a temperature of 50 to 55 degrees, there was no germination of either peeled or unpeeled seeds. At 60 to 65 degrees, unpeeled seeds had 2 per cent germination, but peeled ones had 44 per cent germination. At 70 to 75 degrees, 28 per cent of the unpeeled and 96 per cent of the peeled seeds used in the test germinated. At 80 to 85 degrees, germination was 20 per cent for unpeeled and 89 per cent for peeled seeds. At 90 to 95 degrees, the unpeeled seeds failed to germinate and the peeled seeds' germination dropped to 23 per cent.

It was noted that removal of the seed coat covering the slightly protruding tip of the embryo was as good as removal of the whole seed coat, but seed coat removal was of no use if this tiny portion of the seed coat remained in place. The thin

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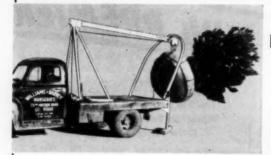
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Mover

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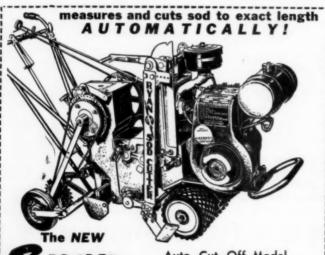
Six-foot mover (as pictured) complete with power winch and all needed pickup parts \$1,575,00 F.O.R. Ka

pickup parts, \$1,575.00 F.O.B. Kansas City, Mo.

# **WILLIAMS & HARVEY NURSERIES**

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POWER SOD CUTTER

cuts 15 sq. yds. of sod per minute

(and crosscuts in the same operation!).

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transparent undercoat was as important as the thicker outer coat at this point.

#### Cold Treatment

As in nature and in horticultural practice, seeds usually are sown in the fall and they germinate in the spring. The length of the cold treatment was the next point investigated Seeds were held cold for zero, two and four weeks, respectively, then germinated at 70 to 75 degrees. The percentage of germination was recorded eight days after the start of the warm treatment. A temperature of 28 degrees for the cold treatment gave no better germination after four weeks (21 per cent) than no treatment (23 per cent). When the cold treatment was at 38 degrees for two weeks, it raised the germination to 83 per cent, and when at four weeks, to 93 per cent. A temperature of 50 degrees was not cold enough, as two weeks' treatment produced only 25 per cent germination, and four weeks, only 48 per cent. However, a 50-degree temperature was sufficient to produce some increase in germination, even though it was not so effective as the 38degree treatment.

Seeds were put in cold storage for two weeks at 38 degrees and germinated at various temperatures, along with seeds receiving no cold-storage treatment. The control seeds at 50, 60, 70, 80 and 90 degrees had germination percentages of 0, 52, 100, 76 and 24 per cent, respectively. At similar temperatures, the cold-storage seeds had 20, 96, 100, 100 and 80 per cent germination, respectively. Thus, it was found that cold-storage treatment increased the percentage of rapid germination, regardless of the temperature at which germination took place.

насе.

# DAY LILIES

Dr. J. R. Kamp, of the University of Illinois, Urbana, writing in the 1955 Yearbook of the American Hemerocallis Society, reports excellent results from the use of constant mist in salvaging shoots broken from the crown of day lilies in transplanting.

When day lilies are divided, they often grow in such compact masses that shoots are broken away from the root system. These shoots usually have been losses, as they do not root readily. Under constant mist outdoors during September, such shoots rooted well in three weeks and continued to grow when set again in the nursery row. Rooting was done in sand.

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